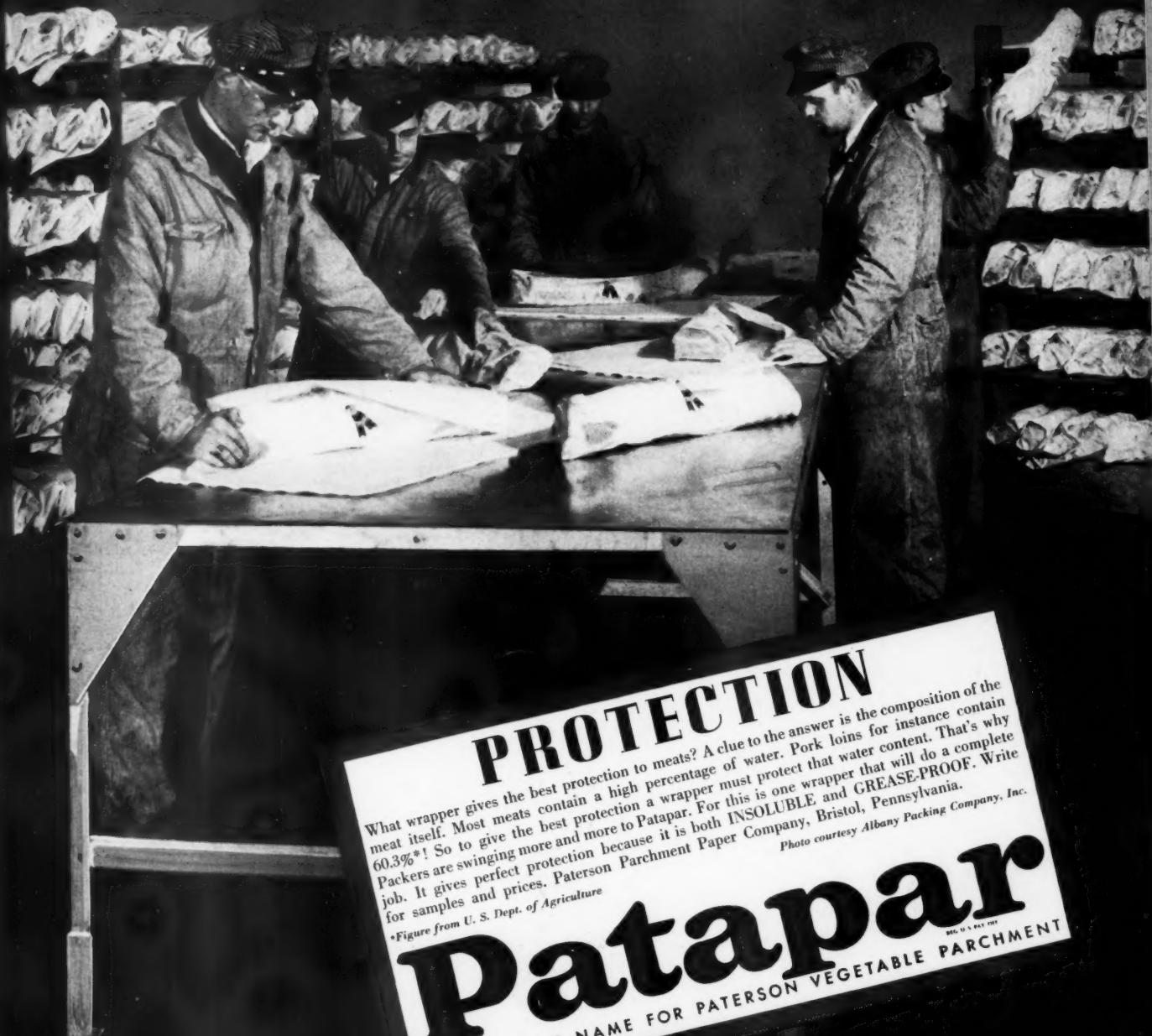


THE NATIONAL PROVISIONER

THE MAGAZINE OF THE
Meat Packing and Allied Industries

AUGUST 17, 1935

Volume 93 Number 7



PROTECTION

What wrapper gives the best protection to meats? A clue to the answer is the composition of the meat itself. Most meats contain a high percentage of water. Pork loins for instance contain 60.3%*! So to give the best protection a wrapper must protect that water content. That's why Packers are swinging more and more to Patapar. For this is one wrapper that will do a complete job. It gives perfect protection because it is both INSOLUBLE and GREASE-PROOF. That's why for samples and prices. Paterson Parchment Paper Company, Bristol, Pennsylvania. Write

*Figure from U. S. Dept. of Agriculture

Photo courtesy Albany Packing Company, Inc.

Patapar

THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

Reliability

in every-day performance—free from repairs and replacements

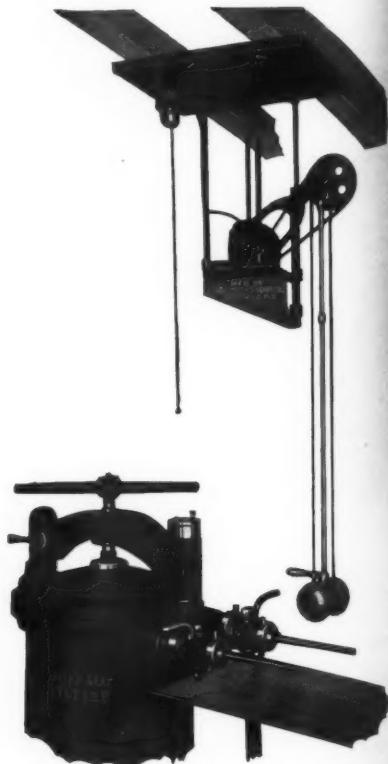
You can always depend on a "BUFFALO" sausage machine to do its particular job better, more economically and without interruption. This fact is well known to hundreds of the country's leading sausage makers.

When you buy any "BUFFALO" machine you not only get superior value for your investment but the assurance of dependable, life-time service.

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The "BUFFALO" Patented Casing Applier

A time and labor-saving device that applies the casings to the stuffer tube 50% faster than by hand, without tearing the casings or tiring the operator.



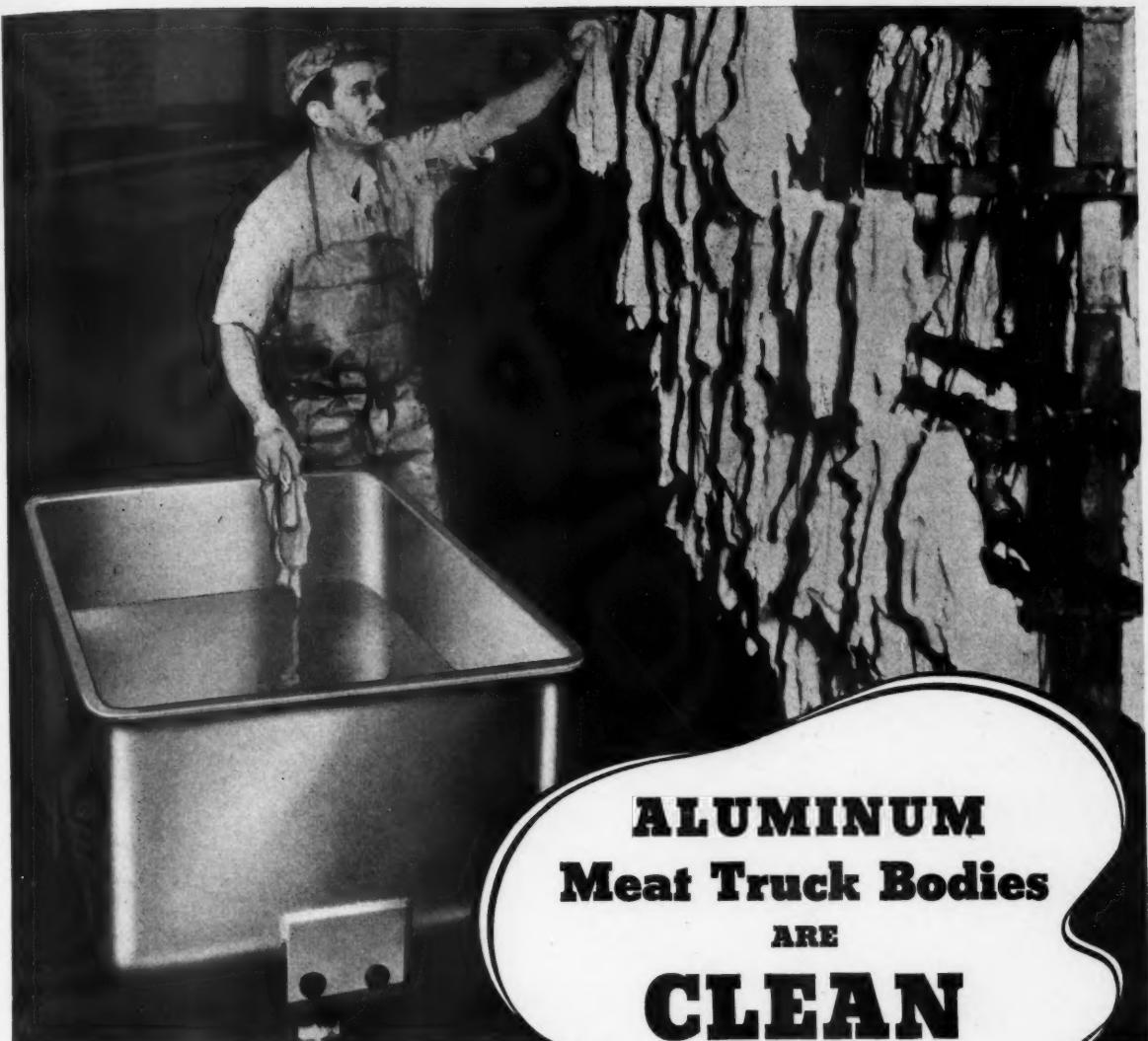
Write for price and list of prominent users.

JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

Chicago Office: 7 Dexter Park Ave., Union Stock Yards, Phone Boulevard 9020
Western Office: 2407 S. Main St., Los Angeles, Calif.
Canadian Office: 189 Church St., Toronto, Ont.



**ALUMINUM
Meat Truck Bodies
ARE
CLEAN**

*Photographed in a leading plant,
in which fifty of these trucks are in use.*

"Wear-Ever" Aluminum meat trucks are welded into one seamless piece, without cracks, crevices or seams. They cannot rust, cannot contaminate nor affect color or taste. They are light and easy to handle... yet tough and strong to stand up under packing plant punishment. Because they last indefinitely with practically no upkeep expense, they are extremely economical.

Sanitary Aluminum equipment saves so much money

that packing plants everywhere are fast swinging to it. The name "Wear-Ever" on any piece assures you that it is made of the best adapted Alcoa Aluminum alloy to give satisfaction in the service for which it is designed. For further information address THE ALUMINUM COOKING UTENSIL COMPANY, Desk H-470, 11th St., New Kensington, Pa. OFFICES IN ALL PRINCIPAL CITIES



ALUMINUM • THE FOOD-FRIENDLY METAL

"Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM PLATE

The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 93

AUGUST 17, 1935

Number 7



Member



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"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
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If shoppers did THIS . . .

your product would need no merchandising

Your retail problem would be simple if shoppers took the magazines along. Thumbed their pages for suggestions. Bought as your advertising directs.

Your product could be hidden on the top shelf. Stuck under the counter. Stored in the cellar. *It would still sell.*

Merchandising—*successful* merchandising—does the next best thing. By drawing attention to your product at the point of sale, it gets your advertising "remembered" *when and where* it will do the most good. It bridges the gap between advertisement and retail counter. Makes your message "click" and pay.

In planning the merchandising for your product, has it occurred to you that the American Can Company might be of help?



Has it occurred to you that a company specializing in two basic merchandising weapons—packages and point-of-sale displays—must have quite a merchandising background?

Possibly in our broad experience, with thousands of products in almost every field, there may be something of value to

you. We should be glad to work with you and contribute what we can.

Why does American Can Company concern itself with problems of retail merchandising?

Our reasons are the same as yours. We cannot sell more packages than you sell for us—you cannot sell more than the consumer buys. The consumer is our common goal.

AMERICAN CAN COMPANY

230 Park Avenue, New York

CARRYING *Fifty Tons* OPERATING OVER JAGGED ROCK, MUD, SAND IN DESERT HEAT, MOUNTAIN COLD • • •

FEW people realize the gigantic undertaking in moving the earth to build the great dams and bridges of today and the important part that rubber tires play in this work. Firestone has developed pneumatic tires to withstand the tremendous power and pressure of the giant earth moving equipment which digs up and carries fifty tons of earth and rock in a single load. The largest of these tires, weighing more than five hundred pounds, stands as tall as a man and is as thick as his body. On other units sometimes as many as sixteen tires are used. Firestone Tires work daily on mighty projects that are making history: the All-American Canal, Boulder Dam, the Tennessee Valley development, the Grand Coulee Dam, the San Francisco-Oakland Bay Bridge, the Golden Gate Bridge and dozens of others.

In every Firestone Tire, it is the Firestone cord body made stronger — more flexible and blowout-proof by Gum-Dipping, and the Firestone Non-Skid tread, scientifically designed for maximum traction and safety in

its particular service, which have earned for Firestone Tires the reputation of giving lowest cost per mile.

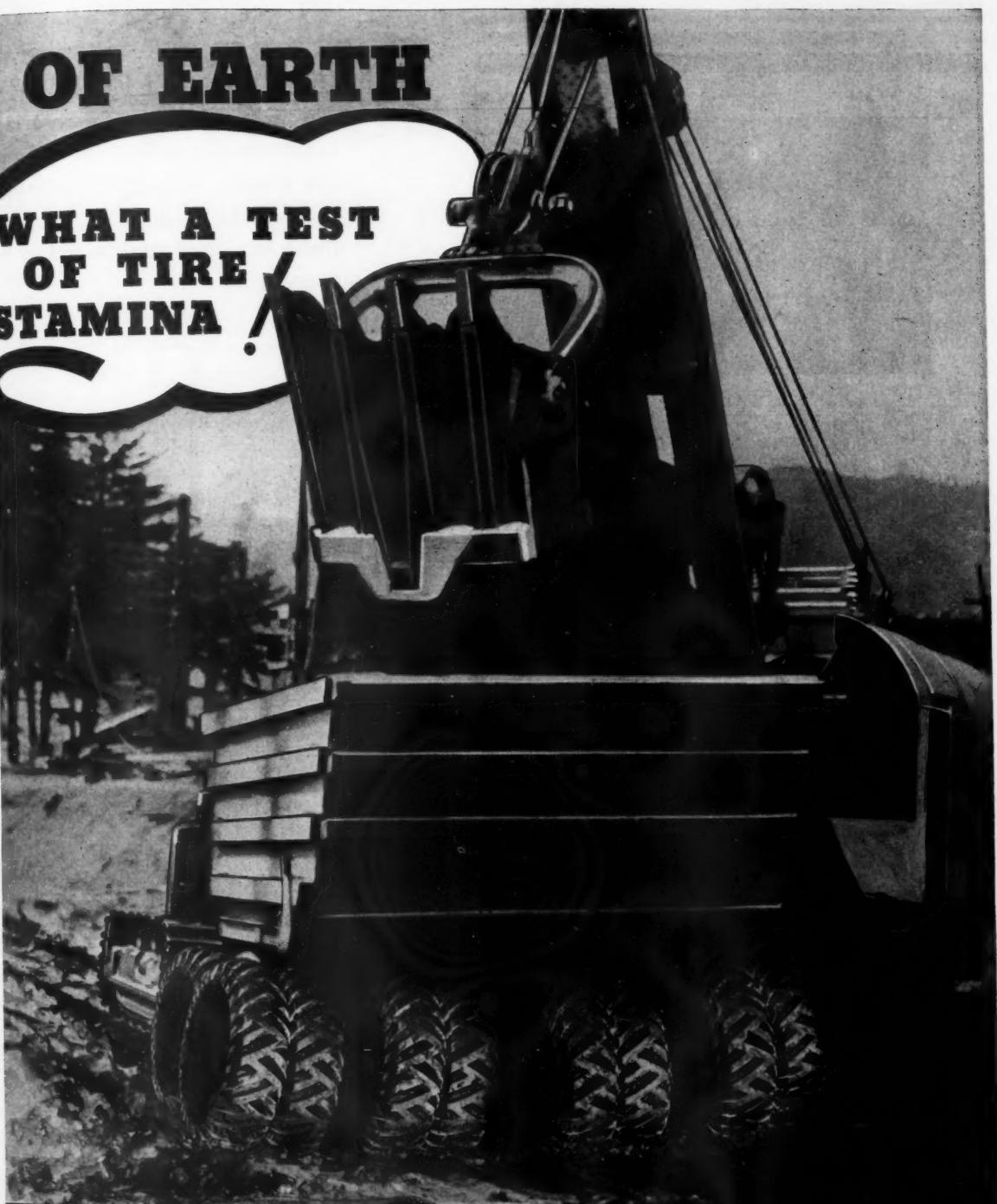
No matter what your type of service — light or heavy hauling, short runs or cross-country schedules, there is a Firestone Truck Tire to give you lower operating costs and more dependable service.

Listen to the Voice of Firestone—featuring Margaret Speaks, Soprano, and the Firestone Choral Symphony, with William Daly's Orchestra—every Monday night over N. B. C.—WEAF Network



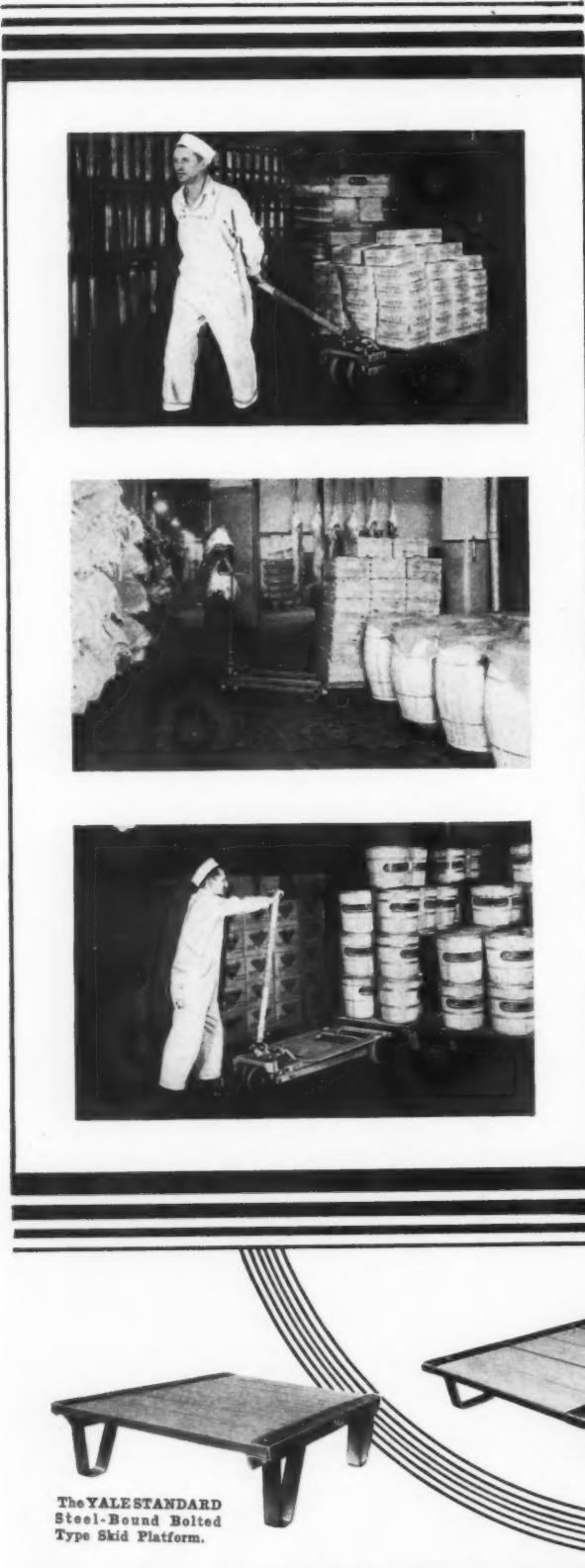
OF EARTH

WHAT A TEST
OF TIRE
STAMINA!



Firestone

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SAFETY and EFFICIENCY are important in all materials handling operations. Yale hand lift trucks and skid platforms possess these factors . . . and there is a type and model to fit every need.

The "ZEPHYR"
Single Stroke Hand Lift
Truck for loads up to
1,000 lbs.



The YALE STANDARD
Steel-Bound Bolted
Type Skid Platform.

THE YALE & TOWNE MFG. CO., Philadelphia Division, PHILADELPHIA, PA.
Makers of Yale Hand and Electric Chain Hoists, Trolleys, Electric and Hand Lift Trucks and Skid Platforms.

Here's One Reason Why **PROVISIONERS** Are Changing to Fords

THE Ford V-8 engine is distinctly a quality product. It is designed and built to give reliable, economical service throughout its unusually long life.

But even this great engine will need overhauling SOME day. And when that day arrives . . . YOU won't have to foot a big repair bill or do without your truck for more

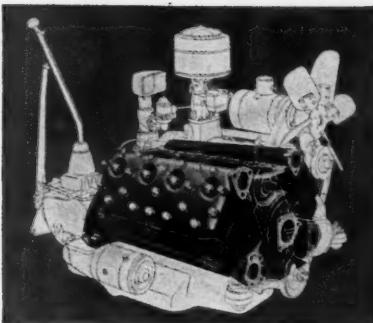
than a few hours. Instead, after your original engine has given you thousands of miles of reliable, economical service, you can exchange it for a block-tested, factory-reconditioned engine . . . consisting of a complete cylinder assembly and heads . . . at a much lower cost than an ordinary engine overhaul and in much less time.

MAKE YOUR OWN TEST OF V-8 PERFORMANCE AND V-8 ECONOMY RIGHT ON YOUR OWN JOB

These Ford exchange privileges are important, of course . . . from the view-point of low maintenance costs. But even more important are those features of Ford V-8 Trucks and Commercial Cars that make

V-8 Performance and V-8 Economy the standards of the commercial field.

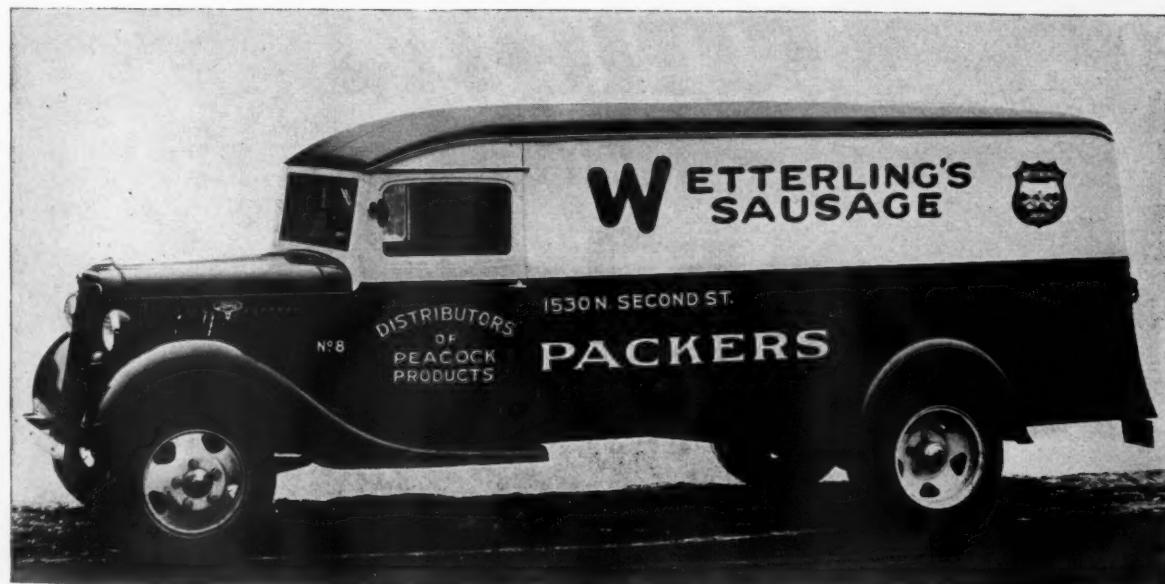
See for yourself what these features mean to you . . . how much time and money they save you . . . by making



Thus . . . from the very day you buy a Ford V-8 Truck or Commercial Car, you are sure of low maintenance costs.

Ford alone . . . among the manufacturers of low-priced trucks . . . offers you this modern, economical low-cost engine exchange plan and the privilege of exchanging many other assemblies.

an "ON-THE-JOB" TEST with your own loads, and comparing V-8 Performance and V-8 Economy with your present equipment. Then ask DELIVERED price of the body type you plan on buying!



Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's
BEEF - HOG - SHEEP
CASINGS

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 7

Meat Packing and Allied Industries

AUGUST 17, 1935

PACKERS' AND PRODUCERS' PROFITS

TRUE RELATIONSHIP and interdependence of meat packers and farmers is clearly revealed — without intrusion of a confusing fog of political theory — in the eighth annual report of Canada Packers, Ltd. By clear analysis identical interests of producer and processor are demonstrated, under conditions similar to those in the United States.

This identity of interest is real, the report shows, although it may be obscured when packer and farmer meet on the market. On these transactions, however, the amount that divides them is a small fraction of a cent per pound, a tenth or an eighth — rarely as much as a quarter of a cent.

Small Packer Margins

Profits of American packers per pound of livestock bought amounted to .125 of a cent a pound in 1934, according to the Institute of American Meat Packers. This figure is strikingly close to that reported by Canada Packers for its fiscal year ended March 28, 1935. The report states:

"Canada Packers has undoubtedly been one of the most successful companies, and the following are facts regarding its profits taken from this and previous annual reviews: —

(1) In its best years, total profit from all sources has been equivalent to $\frac{1}{4}$ c per lb.

● Identity of Interest is Strikingly
Illustrated in Annual Report of
Canada Packers

(2) This year, which is one of its best, the profit on livestock purchased and slaughtered by the company was equivalent to less than $\frac{1}{10}$ c per lb.

Producer's Interest

Pointing out that the industry as a whole has not been profitable, the report states: "The largest packing profits, examined on the only basis which has any significance to the farmer, are not large but small. The farmer is interested only in the cents per pound which the packer makes on his livestock, and which therefore might conceivably be added to the price he receives."

While sales of Canada Packers and Swift Canadian Company made up 85 per cent of total Canadian packing industry sales in 1933, the report declares that this does not mean these two companies dominate livestock prices in Canada. Their percentage of total live-

PACKERS' Profits

On livestock purchased U. S. packers' profits in 1934 were 0.125c per lb.

Canada Packers, Ltd. (handling 21% of Canadian livestock) in a similar period made less than 0.10c per lb.

In its best years profits from all sources were $\frac{1}{4}$ c per lb.

In 8 years its profits were 1.51% per dollar of sales.

Livestock products made up 66% of its tonnage; 33% of its profits.

stock handled in Canada in 1933 was only 35 per cent.

Discussing relation of producer and packer, as based on their comparative profits, the report says:

"During the year under review there has been a good deal of public discussion of the relative profit of the farmer and packer on the livestock which the farmer produces.

One Packer's Profit Sources

"Because of this discussion a new analysis has been made this year of the company's operations. Net profits have been segregated into four divisions:

1. Net profits on all products derived from Canadian livestock.

2. Net profits on other Canadian farm products, including butter, eggs, cheese, vegetables, canned goods, etc.

3. Net profits from all other departments, also from operations in U. S.

4. Income from investments.

"This analysis reveals the interesting fact that products derived from Canadian livestock comprise two-thirds of the company's tonnage, and contribute only one-third of the profit. The actual net profit on all products of livestock from Canadian farms amounted to 9.5c per 100 lbs., that is, slightly less than 1/10c per lb.

A Wrong Interpretation

"In the report of the Canadian Price Spreads Commission the statement appears that in 1933—as reported by the Dominion Bureau of Statistics—total sales of the packing industry in Canada were \$92,000,000; Canada Packers' sales were \$54,000,000, or 59 per cent; Swift Canadian Company's sales were \$24,000,000, or 26 per cent. In other words, sales of these two companies were 85 per cent of the total packinghouse sales.

"These figures are correct, but they have been very wrongly interpreted.

"They have frequently been quoted as indicating that these two companies handle 85 per cent of the livestock produced in Canada, and therefore are able to 'dominate' prices. The facts are:

"Only two-thirds of Canada Packers' business consists of products derived from livestock.

Impossible to Dominate

"For the year 1933 Canada Packers' killings in relation to killings in all government-inspected plants (as published by the Canadian Department of Agriculture) were 37 per cent. But almost half the animals marketed in Canada are killed on farms in villages, and in small uninspected plants.

In 1933 Canada Packers' percentage of the total livestock handled in Canada was 21 per cent; Swift Canadian Company's percentage was 14 per cent; total of these two companies was 35 per cent.

Even if they so desired—which they certainly do not—it would clearly be

impossible for companies handling only one-third of the livestock to "dominate" prices.

Have Common Interests

After discussing the hog and cattle situation in Canada during the year (given later in this review) Canada Packers outlines the essential identity of interest between producer and packer as follows:

"One of the most encouraging developments of the last ten years has been the growing realization of the partnership that exists between these two branches of the one industry.

"It is not surprising that from time to time this identity of interest is obscured. The farmer and packer meet on the market, and there their interests seem to be opposed. For there they meet as seller and buyer. The farmer is always asking a little more, the packer is always offering a little less. This will always be the case, whether prices are high or low.

"But in these transactions the amount that divides them is a small fraction of a cent per lb., a tenth, or an eighth—rarely as much as a quarter.

Livestock Prices and Profits

"The underlying fact is that a remunerative level of livestock prices is in the interest of the packer, just as it is of the farmer. If this proposition needed proof, it is found in the experience of the last five years. When livestock prices declined packers' profits declined, and when livestock prices again advanced, packers' profits increased."

"It is to be hoped the recent public discussion of the packing industry will in the end serve to call attention to this fundamental identity of interest, and lead to the formulating of a national livestock policy in which government, farmer and packer will co-operate with a full realization of their mutual interest. Such a policy, clearly conceived and intelligently followed out, could add many millions annually to the sum Canadian farmers receive for their livestock.

"In these comments it is not sought to depict the packer as a philanthropist, who works only for the farmer without any thought of himself. The motives behind the packing industry are the same as those behind every other industry, including farming. Every packing business in Canada was founded with the expectation of making profits. And the most successful units have made quite satisfactory profits.

Packers' Profits Small

"The industry as a whole has not been profitable. If during the last fifteen years all the profits were set against all the losses, the net result would be a minus. On sales of hundreds of millions of dollars the profit has been less than nothing.

What good, then, can accrue to the farmer, or to anyone else, from the

statement that the packer has taken too heavy a toll?

"The reply may be that individual units in the packing industry have made large profits. Even if this is so, it is surely no reproach to an individual business to succeed in a field in which the total result is loss. But the fact is that the largest packing profits—examined on the only basis which has any significance to the farmer—are not large, but small. The farmer is interested only in the cents per lb. which the packer makes on his livestock, and which therefore might conceivably be added to the price he receives.

"Canada Packers has undoubtedly been one of the most successful companies, and the following are the facts regarding its profits taken from this and previous annual reviews:

(1) In its best years, total profit from all sources has been equal to 1/4c per lb.

(2) This year, which is one of its best, the profit on livestock was equivalent to less than 1/10c per lb.

EDITOR'S NOTE.—Discussion of the Canadian cattle and hog situation, and report of Canada Packers' finances, will appear in the next issue of **THE NATIONAL PROVISIONER**.

FARM GROUP TO FIGHT AAA

Farm opposition to "controlled" agriculture took militant form in Chicago this week with incorporation of the Farmers' Independence Council of America, an organization to protect farmers from "further loss of their individual rights."

Dan D. Casement, Manhattan, Kans., well-known cattle raiser, who will head the new group, declared in announcing its formation that a "complete annihilation of the freedom of American agriculture" is the end toward which the administration's policies are leading.

"To me there is but one issue—whether we are going to have a constitutional government or have a dictatorial regime," said Charles E. Collins, Colorado cattleman and president of the American National Live Stock Association. He is regional vice president of the organization.

Stanley F. Morse, South Carolina farmer and consulting agriculturist, is executive vice president of the council, of which he, Chris. J. Abbott, Nebraska stockman and farmer, and Clyde O. Patterson, Illinois Jersey cattle breeder, are incorporators. Dr. Charles W. Burkett, agricultural authority of New York, and formerly director of the Kansas agricultural experiment station, and L. G. Tolles, farmer and past master of the Connecticut State Grange, are other vice presidents of the council.

Dr. E. V. Wilcox, representative of the Country Gentleman, District of Columbia, is secretary-treasurer; Fred L. Crawford, Michigan congressman and farm owner; E. E. Dorsett, farmer and past master of the Pennsylvania State Grange, and Kurt Greenwald, farm manager and agricultural engineer, New York, are directors.

Meat Truck Accidents Reduced By Use of Driving Rules

By H. R. COBLEIGH

Motor Truck Division, National Automobile Manufacturers' Association.

THE meat truck driver's mental attitude is an important influence in causing or preventing accidents.

This applies not only to himself and his truck, but also to other vehicles on the road and to pedestrians. Every truck driver should cultivate courtesy, for it is the courteous driver who is the safe driver.

Responsibility for instilling the proper mental attitude in the driver rests on his employer. Getting the driver in the proper frame of mind may be accomplished in a number of ways, some of which are described further along in this article.

A national organization, operator of one of the largest fleet of motor trucks in the country—20,000 units—has found that the employee's mental attitude counts for more than anything else in the prevention of accidents.

In seeking to reduce its motor vehicle accident rate this company divided the problem into four steps:

Steps to Accident Prevention

- 1.—Careful selection of drivers;
- 2.—Proper training;
- 3.—Maintenance of motor vehicle equipment;
- 4.—Creation of a proper mental attitude on the part of drivers.

No matter how carefully drivers are selected, or how thoroughly instructed and trained, they will not have accident free performance unless they can be made to think about safety, not alone as applied to themselves and their vehicles, but as applied to others. The objective should be to have every driver courtesy conscious. This should be the aim of the educational program that begins at the time a new driver is employed and should be continuous thereafter.

Check Drivers on Rules

The most indispensable safety help is a set of drivers' rules. These should be furnished to all drivers—old and new. The fewer the rules the more readily they will be memorized, and hence the more faithfully they will be obeyed.

Having a driver sign a receipt for the rules is good; still better is having him turn in the receipt after he has read the rules. Best of all is to have what he signs be a combined receipt and pledge to obey.

Packers with large fleets of motor trucks can afford to print their own safety rules, and in that way can conform them specifically to their condi-

• Eighth of a series of discussions on training and control of meat truck drivers. •

tions. Some companies go a step further and issue drivers' instruction manuals.

Where so few drivers are employed that it is impractical to have special rules printed, rules may be typed. But what is equally and perhaps more satisfactory is to obtain such printed rules as are available from the National Safety Council or the insurance companies that carry truck driving risks.

Where to Get Information

The Detroit Industrial Safety Council, 323 Curtis Bldg., West Grand Blvd., at Hamilton, issues an excellent booklet entitled "Safe Driving Rules for Commercial Drivers." These are supplied at 5c a copy, or less, according to quantity, with the purchasing company's name imprinted on the cover, if desired. A tear-out page in back of book contains a pledge of observance for driver to sign.

Surprisingly few rules cover the

essentials of safe driving—ten to a dozen are usually ample. Following is the safe driving pledge signed in an inter-fleet safety contest in Cleveland, O.:

A Pledge of Safe Driving

In cooperation with my employer and the Cleveland Safety Council in their efforts to reduce truck accidents and to prevent needless suffering and loss of property, I hereby pledge myself to operate my truck carefully and lawfully and to do all I can to reduce accidents.

I further pledge, insofar as I can, to adhere to the following safe practices in the operating of my truck:

- 1.—To make sure that my brakes are in good operating condition before I start each day's work.
- 2.—To make sure that my horn and lights are in good working condition.
- 3.—To see that the steering mechanism of my truck is always in good working condition.
- 4.—To signal clearly and look before backing.
- 5.—To signal clearly and look before pulling toward or away from curb.
- 6.—In following other vehicles, to

(Continued on page 21.)



EFFICIENT DISTRIBUTION WITH ATTENTION-GETTING VALUES.

It might be assumed that when a packer's truck delivers meat products efficiently and economically it has served its purpose. But when there is added to these features of a delivery vehicle those characteristics which make it outstanding and, therefore, give it attention-getting values, advertising thus secured and good will built up are secured at practically no cost.

The attractive new trucks added to the fleet of Kingan & Co., Indianapolis, Ind., one of which is shown here, combine distribution efficiency with an unusual degree of attractiveness. Possessing pleasing lines and painted in blue and white in the Kingan standard design, these trucks are reported to be securing much attention.

Bodies weigh about 4,000 lbs. and are mounted on International chassis. An inside body temperature of 40 degs. Fahr. is maintained by ice in a bunker with a capacity of 800 lbs. Two rails are provided for hanging carcasses. Body is insulated with Dry Zero and aluminum foil. Overall length of truck is 13 ft.

Wallace Says AAA Program Aids Producer and Consumer

IN commenting on increase in meat prices, and on consumers' "meat strikes" in various localities, newspapers have attributed such price increases to meat shortage, due both to drouth last year and to the AAA crop reduction program.

Sensitive to such criticisms, Secretary Wallace this week attributed one such news report to packer sources, and said some very unfriendly things about meat packers. Through the Institute of American Meat Packers the industry denied inspiring such criticisms, and restated the facts as it sees them.

Secretary Wallace declared the newspaper charge that the famous "slaughter of the little pigs" in 1933 had an effect on present conditions to be "a complete misstatement of facts." At length he argued that such pig and sow slaughter could not have been responsible. Present pork prices he attributed to feed shortage and other natural conditions. The net effect of the AAA crop adjustment program, he said, was favorable to consumers as well as farmers.

Will Continue Program

He issued notice that the adjustment program would continue, its purpose being to protect farmers and consumers; iron out wide fluctuations in commodity markets; to provide greater supplies in time of shortage and less supplies when loss of export markets threatened huge surpluses; to enable farmers to obtain parity prices, and to avoid disastrous extremes of supply and price.

He did not explain loss of our export cotton market, loss of our lard and pork export outlets, importation even under high tariffs of foreign cattle, beef, pork and other commodities.

In his attacks on packers he said: "The public is given the inference—which the meat packers fighting the farmers' programs seem agreeable to have spread—that the government's 1933 pig purchase operation in some way contributed to increasing the present retail prices of pork. Consumers should be warned that a nation-wide effort is being made by packers and other processors to undermine the farmers' programs by spreading malicious and untrue propaganda of all kinds about the effects and purposes of the adjustment programs upon the consumers of the country."

Packers State Position

Commenting on this attack on meat packers the Institute of American Meat Packers issued the following statement:

"The meat packing industry has made

no such statements as those to which Secretary Wallace refers, nor any statements which resemble them, or could be confused with them. If there is a 'nation-wide effort' to misrepresent the effect of the agricultural adjustment program on the consumers' interest, the packing industry is not a participant. In fact, the Institute has refrained from discussing the relationship of that program to the present decrease in the consumers' meat supplies.

"The facts, however, are clear, and

in order that the industry's position shall not be confused, they may be stated as follows:

"With hog prices below the prices of things the farmer had to buy, the Agricultural Adjustment Administration put into effect a plan to bring about a reduction in hog production so that prices might be increased. The decrease in supplies brought about by the adjustment program was aggravated greatly as a result of a decrease in feed supplies because of the drouth. As a consequence, present supplies of hogs and pork have been greatly diminished.

"Finally, it may be said that this industry is not engaged in misrepresentation concerning any subject."

AAA Amendments Pass with Plan to Avoid Tax Refunds

CONGRESS passed the AAA amendments on August 15, and sent the measure to the President. His signature was regarded as a certainty.

The Senate approved the legislation in a burst of speed after the report of the conference committee had been adopted by the House earlier in the week. Designed to broaden the power of the Secretary of Agriculture, the bill had been contested by processors, consumers and producers since its introduction in February. Extensive changes were made in the bill after the Supreme Court's NRA decision in an attempt to make it court-proof.

The completed version of the measure carries a provision permitting suits for recovery of processing taxes when it can be proved the processor has absorbed the tax. Requests for refunds would be made to the Commissioner of Internal Revenue, who would hold hearings to determine the incidence of the tax and determine permissibility of suits. These hearings and the commissioner's findings would be acceptable evidence in court action.

House leaders pointed out the same procedure is required in regaining income taxes which have been erroneously collected by the government.

Under the approved bill the Secretary would be able to issue "orders" to regulate marketing of only a few commodities. Meat and livestock products are not among commodities subject to his regulation. No order can be issued without a hearing nor shall any order prohibit advertising. Orders may be terminated by vote of a majority of producers.

Reduction of processing taxes is required where it is found that consumption of product is declining and accumulation of a large surplus appears probable.

The Secretary is required to issue "findings" as to fair exchange value of

various crops, and proclaim his determinations before exercising his powers of fixing processing tax. Provision was made for ending use of the Secretary's power in this respect at a certain time.

It is also made clear that agreements entered into by the Secretary with persons engaged in handling of agricultural commodities shall apply only to commodities "in the current of interstate commerce, or so as directly to burden, obstruct or affect interstate or foreign commerce."

Wholesalers and retailers could claim processing tax refunds only on floor stocks actually in their possession.

WILL TRY TO KILL ALL SUITS

As the amendments passed attorney general Cummings disclosed that 1,112 suits have been filed against AAA processing taxes and 509 temporary injunctions covering all tax phases of the farm control program have been granted in the courts. He declared that when the AAA amendments became law he would instruct United States district attorneys to move in the courts for the dissolution of all temporary injunctions and dismissal of pending suits on the ground that the new law entirely changed the situation.

The district attorney will point out that the new law "legalizes" specifically the taxes levied by the Secretary of Agriculture under previous discretionary authority and writes the existing rates into law. The existing AAA law has been particularly challenged as to its constitutionality because of the delegation of tax powers to the secretary.

The move to attempt terminating injunctions against collection of the tax will be made with all possible swiftness because of treasury statements showing an extraordinary falling off in the collection of processing taxes.

Court Rules Hog Tax Void in First Packer Case Decided

IN the first packer suit to reach a final decision in the lower federal courts the AAA hog processing tax was this week declared unconstitutional.

This was the case of John A. Gebelein, Inc., Baltimore, Md., packer, in which federal judge W. Calvin Chestnut granted a permanent injunction restraining the Collector of Internal Revenue from collecting the tax.

Rulings in other cases have been on temporary orders, pending hearings or further action. The Gebelein case is now finished in the lower court. It remains for the AAA to decide whether to appeal, or to trust to some other case, such as the Hoosac Mills textile case, in the final test before the Supreme Court.

Unlawful Delegation of Power

The Gebelein company was one of the first in the packing industry to challenge the constitutionality of the hog tax. Closing arguments were heard in the case during the last week of May.

Judge Chestnut ruled that the tax was imposed "through an unwarranted delegation of power to the Secretary of Agriculture," and that Congress did not have the power to enact such wholesale regulation of agriculture. He took direct issue with the AAA conception of interstate commerce as used in the act, stating that it was "apparent that the underlying legal theory of the congressional power for the act is based on a novel conception of the scope of the interstate commerce power, not warranted by decisions of the Supreme Court. The untenability of the theory would seem to have been finally established by the Supreme Court in the recently decided Schechter poultry corporation case.

"It appears from these provisions that power is committed to the Secretary," he said, "to determine what to tax; second, when to tax; third, how long to tax; and fourth, at what rate to tax. In cases one, two and three the discretion of the Secretary would seem to me unlimited and unfettered, except by the statements as to the general policy of the act. And in the fourth case, the limitation in the rate is in effect only a maximum which may not be exceeded when the rate is initially determined, although it appears from the facts in this case that the rate of tax now in force does, in fact, exceed the maximum."

The court held that its opinion was in general agreement with that of the Circuit Court of Appeals in the Hoosac Mills case.

"Looking at the act as a whole," the court said, "it is apparent that the tax is only a means to an end, which is the control for reduction of production of

the basic agricultural commodities of the country.

"This sphere of elemental action is clearly not one expressly granted to the federal government, and not one impliedly necessary to the exercise of any granted power, as the 'general welfare' clause is in itself not an independent grant of power, but a limitation of the power to tax."

Another Court Rules Against Tax

The AAA processing tax was again held unconstitutional by federal district Judge George A. Scott on August 15 at Sioux City, Ia., in granting a temporary injunction to the Martens & Ketels Milling Co. of Sioux City against collection of the tax. The court ruled that the tax was in violation of the 10th amendment to the constitution. Suits by Rath Packing Co., Waterloo, Ia., John Morrell & Co., Ottumwa, Ia., and others were filed at the same time as this suit.

How One Packer Meets the Problem of Processing Taxes

AN Eastern packer, doing an exclusive pork and sausage business, meets the processing tax problem by going into receivership. This company has assets of over \$1,700,000 in excess of liabilities and is doing a good business. It has paid \$250,000 in processing taxes and has \$190,000 in such taxes accrued. It cannot pay them in cash.

With a tax of \$2.25 per cwt. on hogs in force for a year and a half, the situation has now reached a point, says this packer, where those who pack only pork products cannot possibly pay such taxes except out of surplus—or by reducing quality of their products.

This company has built up a business based on quality, and definitely refuses to impair that quality. "We cannot add the tax to our wholesale prices," it says, "and therefore the tax is a total loss to us." This appears to answer the question, so far as this packer is concerned, of passing on the tax to the consumer—which is the government argument.

Can't Sacrifice Quality to Tax

"By reason of these facts," says this packer, "it has been deemed advisable to place our assets in the hands of receivers—who will continue the business along present lines, maintaining our present standard of quality—and allow the receivers to litigate the taxes until such time as the Supreme Court has

He held that, if there is power to control production within the states, it would seem that it would have been directly exercised, instead of through an act providing for voluntary reduction and apparently based on the interstate commerce clause.

Other Packer Suits

Other packer suits recently reported to have secured temporary injunctions restraining collection of the hog tax are:

Smith Packing Co., Colorado Springs, Colo.

Scala Packing Co., Utica, N. Y.

C. A. Durr Packing Co., Utica, N. Y.

St. Louis Independent Packing Co., St. Louis, Mo.

Firms which have filed suit recently asking injunctions restraining tax collections include:

White Provision Co., Atlanta, Ga.

Gibson Packing Co., Yakima, Wash.

Suits to enjoin collection of processing taxes totaled 923 on August 12, and are probably now in excess of a thousand.

passed upon their constitutionality. The receivership will not in the slightest detail affect the operation of our plant or the quality or volume of our products. It will simply enable us to serve the public with our quality products at reasonable prices, as we have in the past."

Some packers—the statement continues—sell beef, lamb, veal, poultry, canned meats, canned vegetables, butter, eggs, cheese, and many other lines, and "they have been in a much better position, because even though they have been losing money on killing and cutting hogs, they have been able to make profits on other lines to offset or partly offset their losses on the hog processing tax."

Such packers as this exclusive pork and sausage processor, says the statement, have not had such revenue to offset processing tax losses, and as a result they have been compelled to ask for injunctions. This company tells its stockholders that its receivers will vigorously push its claim against the government for repayment of practically the entire \$250,000 already paid in processing taxes.

HOG TAX REFUNDS ON VISCERA

Recovery of hog processing taxes paid on condensed viscera sets of unknown weight during the period from

(Continued on page 38.)

Practical Points for the Trade

Soft Summer Sausage

Soft summer sausage is popular during the warm months and can be manufactured with ordinary equipment. A Mid-Western packer who is interested in making such a product writes:

Editor THE NATIONAL PROVISIONER:

We wish to make a soft summer sausage but have none of the equipment used in summer sausage manufacture. Can you suggest a formula and directions for making such a product? Is a special seasoning used in the formula?

A good formula for making a soft summer sausage is as follows:

Meats:

55 lbs. beef chucks, free of sinew
45 lbs. frozen pork trimmings.

Grind beef chucks through fine plate twice and put in mixer. Pork trimmings are ground through $\frac{1}{8}$ -in. plate and added to beef.

To this add:

2% oz. sodium nitrate
3 lbs. of salt
8 oz. sugar
5 oz. white pepper
2 oz. coriander
1 oz. nutmeg.

Mix all dry ingredients together thoroughly. Then add them slowly to meat as it is mixed. Spread meat on boards in cooler at a temperature of 38 to 40 degs. Fahr. for 4 days. When meat is ready to be remixed and stuffed, add 4 oz. of whole pepper and 1 pint of the following seasoning:

2 quarts distilled water
2 quarts vinegar
5 oz. mapleine
50 drops oil of cloves
34 drops oil of lemon
2½ lbs. sugar.

In combining these ingredients to make seasoning the water and vinegar are mixed and brought to a boil. Add sugar, lower fire and let it remain at a temperature of 185 degs. Fahr. for about an hour. Then add oil of cloves, lemon and maple flavor. Remove from fire and cool. This seasoning can be put in large bottles and kept on hand for use in various kinds of sausage, including salami.

Prepared seasonings may be used if desired, such as those made by reputable seasoning manufacturers, to facilitate convenience in handling and uniformity of product.

Stuff in large beef rounds or cellulose containers, stuffing product as tight as casings will stand. Smoke 24 hours at 85 degs. Fahr., gradually raising temperature to 110 degs. until thoroughly smoked. This will give a nice, solid, highly flavored summer sausage that will sell well. The product is usually ready for market 3 or 4 days after smoking and cooking.



Pork trimmings used in this sausage must have been frozen at a temperature of 5 degs. above zero or lower for at least 20 days, as this product is eaten without further cooking.

Another Formula

Another meat formula used in making this product is as follows:

33 lbs. beef chucks, run twice through fine plate
33 lbs. beef hearts, well trimmed washed and dried, run through fine plate twice
34 lbs. frozen pork trimmings, run once through $\frac{1}{8}$ -in. plate.

It is very good practice to run all of above meats through 1-in. plate and spread them out in a layer not over 3 in. thick for about 24 hours in a dry cooling room, so they will be cold and dry before they are run through fine plate. This seems to make much better and more solid sausage.

Handle product made with this formula the same as suggested for the first method.

EDITOR'S NOTE.—"Rules for Uncooked Pork" have appeared in THE NATIONAL PROVISIONER and reprints are available. It is important that every packer know how to handle pork meats or pork trimmings that are to be used in sausage to be eaten without further cooking. Government regulations regarding this are rigid and they should be observed by all plants, whether operating under federal inspection or not. Send 5c stamp with request to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago.

Dry Salami

Good dry salami is in demand throughout the year. Many packers and sausage makers include it in their regular lines.

A successful formula and complete directions for manufacturing such salami appeared in a recent issue of THE NATIONAL PROVISIONER. Clear instructions are given for preparing casings, handling, grinding, spreading, mixing and stuffing, and drying the meats.

Reprint of this formula may be had by filling out and mailing this coupon with 5c stamp.

THE NATIONAL PROVISIONER.

Old Colony Bldg., Chicago, Ill.

Please send me information on dry salami.

Name.....

Street.....

City..... State.....

(Enclosed find 5c in stamps.)

Smoking Bulk Sausage

How can a smoked bulk pork sausage be made? A sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

We wish to make a smoked sausage but do not want to stuff it. How can we prepare such a product?

About the only way to get smoke flavor in bulk sausage is to smoke trimmings before they are ground. Trimmings, whether beef or pork, can be given the usual cure. After curing they are drained and spread on a thin wire screen which is put in smokehouse. Trimmings should be smoked from an hour to an hour and a half. If this flavor is not strong enough, the product can be given a longer smoke.

If both beef and pork trimmings are to be used in the sausage it would probably be sufficient to smoke pork trimmings, as this would give enough of a smoked flavor to the finished sausage meat.

It is suggested that this sausage manufacturer experiment a little with his trimmings to secure the desired flavor.

Color of Beef

A wholesale meat dealer asks how to change the natural color of beef carcasses. He writes:

Editor THE NATIONAL PROVISIONER:

I would appreciate information on how to make a preparation to eliminate or reduce the yellow and flaming colors of fresh dressed beef. I desire to use this preparation when shrouding carcasses.

Packers make no attempt to change artificially the color of beef carcasses, other than to bleach and whiten the fat by shrouding, and so far as is known, there is no preparation to do this. Were bleaching and changing color possible by the use of chemicals, the practice no doubt would be illegal under the pure food and meat inspection laws.

Some carcasses, particularly cows, often have a yellow color in the fat. Other carcasses cut dark. Causes for these off-colors are not known definitely, although many theories have been advanced.

EDITOR'S NOTE.—Bleaching beef by shrouding was described in THE NATIONAL PROVISIONER of June 29, 1935. Cause of yellow color in beef fat was discussed in the issue of January 5, 1935.

PORK TRIMMING VALUES

Is your pork trimming foreman familiar with values? Perhaps he ought to read "PORK PACKING," The National Provisioner's latest book.

Cutting Cooked Ham Shrink and Improving Finish

SHINK is a major item of expense making up total cost of processing boiled hams—one that in the opinion of some meat merchandisers has been a contributing factor in holding consumption of this product below what it ought to be.

This loss from net weight before cooking to cooked, chilled weight may be 15 per cent or more, depending on thoroughness of cooking. In four tests made recently in a Chicago plant (figures in table 2), cooking in retainers under ordinary conditions, losses in shrink were 19.98, 17.12, 17.29 per cent and 18.48 per cent, an average of 18.22 per cent. These tests were made on lots of 921 lbs., 911 lbs., 665 lbs. and 671 lbs. respectively.

In preparing boiled hams the packer generally must adopt one of two policies:

High Quality or Low Shrink

1—He can concentrate on quality and let shrink be what it may. When he does this he produces a product that must sell in the higher price brackets, and that cannot compete on a price basis, because thorough cooking means greater shrink;

Whether or not it is good policy to attempt to save on shrink at the expense of quality is a matter every packer must decide for himself. Years of argument have failed to settle the question. Profits, of course, should be the deciding factor.

While loss of weight when boiling hams cannot be avoided, it can be kept within reasonable bounds, and in some cases partly recovered by further processing after cooking, as mentioned later in this article. Care and control in processing, and adoption of newer methods—which have demonstrated ability not only to reduce shrink but also to improve quality, flavor and appearance of boiled hams and reduce costs incidental to cooking—are always possible.

Tests Show the Way

One of the most constructive things the packer can do is to take an interest in his boiled ham department from production cost and quality standpoints. Methods of curing, and particularly cooking times and temperatures, might be the subject of more tests than usually are made.

Particular conditions often have a



SHRINKAGE IN THIS HAM WILL BE 1.08 P. C. LESS.

Tests show that boiling hams inclosed in crepe parchment before cooking in retainers shrink less than when parchment is not used. Other advantages also result, including better flavor and finish and a lower cost for cleaning retainers.

2—He can keep an eye on shrink during cooking, and attempt to hold it to a low point. In doing this he must be less concerned about quality of finished product. Hams produced under such methods usually are worth less to the discriminating consumer than those in the first class.

greater influence on results than is generally appreciated. The fact that one packer uses certain cooking times and temperatures in processing boiled hams does not necessarily prove that another packer will secure comparative results under similar circumstances.

One of the newer methods of process-

ing boiled hams calls for inclosing the meat in crepe parchment in the retainer before cooking. Shrink is reduced an appreciable amount, more of the flavor is retained and cost of cleaning retainers is reduced.

Hams in Parchment Shrink Less

Reasons for these results are obvious. Parchment is insoluble, waterproof and in crinkled form quite elastic. In cooking a ham wrapped in it, therefore, less of the juices and soluble salts escape into the cooking water. Instead they are retained in the parchment wrapper. In a measure, therefore, the ham is cooked in its own juices, some of which are reabsorbed when cooking is completed. Preventing contact of the ham with retainer walls improves finish and appearance of the product and reduces retainer cleaning costs.

That shrink is reduced by this method of cooking has been demonstrated by numerous tests. The following tests made recently on 83, 71, 62 and 53 pieces, weighing respectively 888, 810, 653 and 604 lbs., are typical of the results packers are securing with this method.

TABLE 1.—SHRINK IN HAMS COOKED IN CREPE PARCHMENT.

No. pieces	83	71	62	53
Net. wt. before cooking, lbs.	888	810	653	604
Wt. after cooking and chilling, lbs.	732	687	542	491
Shrinkage, lbs.	156	123	111	113
Shrinkage, per cent	17.68	15.19	17.00	18.71
Yield, per cent	82.32	84.81	88.00	81.29

For comparative purposes tests on three lots of hams cooked in retainers without first being wrapped in crepe parchment also were made. The results of these are shown in table 2.

TABLE 2.—SHRINK IN HAMS COOKED WITHOUT CREPE PARCHMENT.

Net wt. before cooking, lbs.	921	911	665	671
Wt. after cooking and chilling, lbs.	737	755	550	547
Shrinkage, lbs.	184	156	115	124
Shrink, per cent	19.98	17.12	17.29	18.48
Yield, per cent	80.02	82.88	82.71	81.52

Results of these tests indicate saving in shrink by use of crepe paper averages somewhere close to 1.08 per cent. The better quality of the crepe-parchment-wrapped hams—in flavor, finish and general appearance—was very apparent.

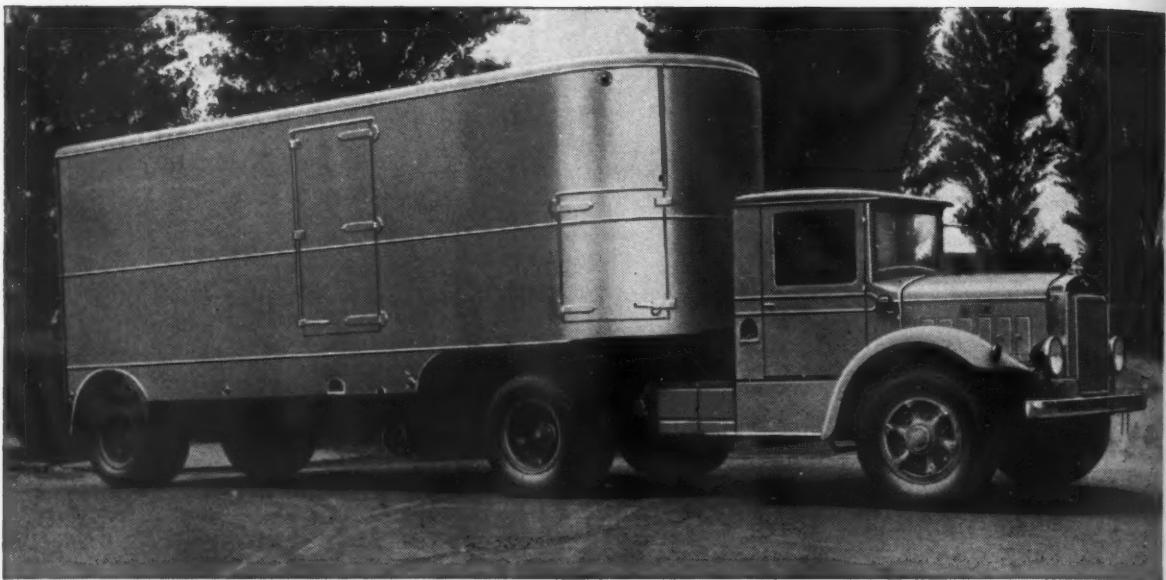
Cost of cleaning the two lots of containers was not determined, but it was estimated that the saving in labor of cleaning those in which crepe parchment was used would be very material.

How Parchment is Used

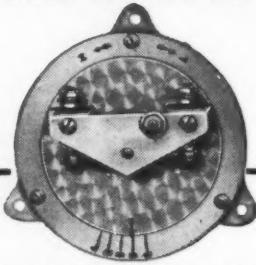
Method of using crepe parchment when boiling hams is as follows:

The sheet of parchment is first thoroughly wetted and placed in retainer, with crepe running the long way, and tucked in smoothly to reduce strain when cover is pressed down.

(Continued on page 46.)



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STATOTHERM holds a refrigerator truck load within 1 deg. F. of any selected temperature... whether it is a truck or trailer unit... whether it is standing still or speeding along to market. One more reason why progressive food merchants are relying on the Statotherm for increased profits! This unique device *makes* money and *saves* money in many practicable ways.

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REFRIGERATION and Air Conditioning



Absorption Cooling

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Since description in THE NATIONAL PROVISIONER of May 11, 1935, of use of an absorption type refrigerating machine in the plant of the Kroger Grocery & Baking Co., Columbus, O., a number of packers have inquired if this type of machine can be used profitably in their plants.

Absorption type refrigerating machines are operated most profitably on exhaust steam. Speaking generally, therefore, absorption machines might receive consideration where large volumes of exhaust steam are now wasted, and where there is available a cheap supply of cold water.

However, to decide to install an absorption refrigeration machine on consideration of these factors only would be decidedly poor judgment. Many other situations also should be taken into consideration.

Trying It Out in the Plant

In one instance a meat packer who had been generating no power for plant equipment operation and who, therefore, had no exhaust steam, installed an absorption type refrigerating machine, an engine and an electric generator. Savings in steam and power costs will enable him to pay for the improvement in somewhat less than five years.

His reason for not installing power-generating equipment previously was that but a small percentage of the exhaust steam could have been utilized. However, the power generating equipment, in combination with an absorption refrigerating machine, enabled a heat balance to be worked out and substantial savings to be made. In this case power became a by-product of the refrigerating load.

A Southern packer installed an absorption refrigerating machine under similar circumstances. While he does not have sufficient exhaust steam to carry the plant's refrigerating load at all times, and must make up the deficiency with live steam, the savings being made return him a large interest on his investment.

In another plant an absorption refrigerating machine is being installed to increase refrigerating capacity. It will be used in combination with motor-driven compressors, and will operate on exhaust steam which formerly was vented to the atmosphere. Savings are expected to be substantial.

An advantage of this latter type of installation is that greater flexibility of operation is provided, enabling the engineer to better balance steam and power loads and thus obtain better power plant operating efficiency.

Must Have Engineering Advice

Whether or not an absorption refrigerating machine can be used to cut steam and power costs depends on so many factors and conditions that few packers are capable of deciding. Therefore, when power plant improvements or rehabilitation are considered, it generally is cheapest in the long run to employ the services of a trained and experienced engineer to make surveys and draw up recommendations.

Formerly one of the objections to the absorption refrigerating machine was that it was difficult to keep tight. Welded instead of threaded joints have practically overcome this trouble. The

machine is bulky, however, and occupies more building space than a compressor type machine of the same capacity.

There is a place in many meat plants for an absorption ice machine. When it can be used to secure a heat balance it will aid materially in cutting steam and power costs. Installed haphazardly, without regard for heat balance, it may or may not be an advantage to the packer trying it.

REFRIGERATION NOTES

R. P. Bell, North Sidney, N. S., plans construction of \$50,000 cold storage plant.

Stevenson Building, 301 Central ave., Nebraska City, Neb., has opened cold storage plant for general cold storage business and individual lockers.

Wauneta Light & Power Co., Wauneta, Neb., is erecting new building to increase cold storage capacity. Individual cold storage lockers will be installed.

Paul Drake and Willard Mitchell are investigating outlook for building and operating a cold storage plant at Ponchatoula, La.

Seaboard Airline Railway has let contract for rebuilding recently burned cold storage buildings, to be occupied by Arnold Fruit Co., Harney Morrow Fruit Co., Florida Fruit & Produce Co., at Jacksonville, Fla.

Additional insulation on walls of cold storage plant at Municipal Terminal N. 4, Portland, Ore., has been authorized by the Commission of Public Docks; work to cost about \$4,000.

County Apple Growers Association, Spartansburg, S. C., plans establishing cold storage plant.

Garden Fruit Store, Beeville, Tex., has installed two cold storage rooms equipped with unit coolers.

Cohodas Bros., 530 N. Broadway, Green Bay, Wis., will erect cold storage warehouse and office building to cost about \$35,000.

Former ice storage building, Marshall and Wachovia st., Winston-Salem, N. C., is being converted to cold storage plant by Crystal Ice & Coal Co.

Opie T. Smith, Memphis, Tenn., recently purchased 2-ton refrigerating machine for use in market.

Warren & Co., fruit storage and packing, will erect \$15,000 warehouse at corner of D st. and First ave., Yakima, Wash.

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- *Why it is needed*
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Action-Air gives you a more uniform temperature throughout the cooler—lowers existing temperatures—speeds cooling—banishes excessive moisture and musty odors—reduces discoloration—prevents sweating.

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Consulting service particularly adapted to the Packing Industry. Years of experience in reduction of fuel, electric service, gas, refrigerating and water costs. Send coupon below, checking off items of interest to you.

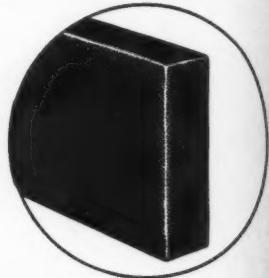
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Packinghouse Equipment



**DUBUQUE
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Dubuque Trucks are illustrated and priced in our new bulletin. Write!

MEAT TRUCK ACCIDENTS

(Continued from page 18.)

maintain sufficient space between cars to allow me to stop in case of emergency without hitting the car ahead, or subjecting my car to a collision from the rear.

7.—In congested traffic always to operate my truck at such speed that I can readily stop in an emergency.

8.—To observe and respect all traffic and boulevard stop signs.

9.—To be prepared to expect the unexpected from pedestrians. Children especially call for extra care on the part of the drivers.

10.—To play fair in traffic and to drive as I wish others to drive.

Sign and Poster Display

For some packers' fleets safety rules may suffice, but the nature of the service or size of fleet may make it advisable to expand rules into an instruction manual or to supplement rules with a book of more detailed instructions. An excellent practice is to include in manual a digest of significant features of local and state traffic regulations that apply in territory where trucks may be operated.

The more constantly safety reminders are kept before the drivers' attention the more certainly will drivers be safety and courtesy conscious. As a part of the service to its members the National Safety Council provides dash cards with a holder to go on the instrument board. Frequent changes of the dash cards continually revives their effect. They should be left on each truck long enough to make their impress, but not long enough to become stale. One may be sure that the card has practically lost all usefulness if it remains in place so long that it has become soiled.

Between runs there is the opportunity to give drivers other and often longer safety messages by the use of signs, posters, bulletins and other printed matter, such as safety lessons and safety periodicals. Where they are displayed counts quite as much as how well they are selected.

One company which has accomplished marked reduction of accidents, displays its safety posters on a black board emphasizing the lesson of the posters with some striking verse or slogan printed in colored chalk. Changed weekly these do not escape notice as they might if too long displayed. The board is on the wall where every truck has to pass it while going in and out of the garage. Other good locations for posters and signs are the office and the truck drivers' rest room.

Messages in Pay Envelopes

Mingled with other reading matter on the table in the drivers' rest room may be included bulletins of the company's own production or periodicals that give some attention at least to safe driving—National Safety News, Public Safety, the Safe Driver—as well as the

trade papers in the company's field. The management may well set the example by reading such literature itself and letting the drivers know that the officials have done so by initialing cover.

Printing safety messages on pay envelopes or on slips inserted in them is another much used and valuable way of keeping drivers "safety conscious." Such messages should not always hold up the hazardous side nor chide poor performance. An occasional commendation for service well done pleases the drivers and makes them more inclined to read the messages. More continuous preaching is possible by the printed word than by verbal lectures without the risk of its becoming so tiresome to the drivers that it loses its effectiveness.

The next in this series of articles on preventing meat truck accidents will deal with methods for prompting careful truck operation and keeping drivers alert.

EXHAUST PIPE LEAKS

Though this danger is always possible, THE NATIONAL PROVISIONER never has heard of an accident to a truck driver due to carbon monoxide from exhaust filtering into the cab.

At a recent meeting of the Society of Automobile Engineers in New York City, the subject of carbon monoxide in moving vehicles was discussed at considerable length. One speaker told how this deadly gas takes its toll in lives each year and how it may cause accidents, most of which are written into the records as "cause unknown."

This speaker pointed out that during inspection and overhauling consideration should be given to exhaust leaks which might permit monoxide gas to filter into driver's cab and injure driver's faculties, if not kill him outright. When in doubt, he said, renew the leaky manifold gasket, because "gaskets are cheaper than caskets."

RULES for Safe Driving

1.—See that brakes are in good condition before start of each day's work.

2.—Make sure horn and lights are working properly.

3.—Test steering mechanism and report any evident defects.

4.—Signal clearly and look before backing.

5.—Make sure way is clear before pulling into or away from curb.

6.—In following other vehicles, maintain sufficient space between cars to stop in case of emergency without hitting car ahead or subjecting truck to a collision from rear.

7.—In congested traffic operate truck at such speed that it can be stopped readily in case of emergency.

8.—Observe and respect all traffic and boulevard stop signs.

9.—Be prepared to expect the unexpected from pedestrians. Children especially call for extra care on part of drivers.

10.—Play fair in traffic; drive as you would wish others to drive.

Rail and Truck Traffic

News and Information for Packer
Transportation Departments

LEGISLATION regulating interstate contract motor truck carriers may indirectly affect the meat packing industry, since some of these carriers are engaged in transporting packinghouse products. The new law becomes effective October 1. It provides that contract truckers must secure permits from the Interstate Commerce Commission, submitting proof of service. Commission will establish rules and regulations, decide whether the operation is in the public interest. Every contract carrier will file schedules with the commission, keeping them open for public inspection or, in the discretion of the commission, copies of contracts containing minimum charges of such carriers. No reduction may be made in charges except after 30 days notice or with permission of the commission. Whenever the charges are such as to go against the purpose of the act, the commission may prescribe rates.

Rates charged on prepared dog food in cans from Rockford, Ill., to Pacific Coast points have been found applicable by the Interstate Commerce Commission. Rates were 83 cents before July 15, 1934, and 80 cents thereafter.

Western trunk line committee has docketed an application proposing a reduction from 16½ cents to 9 cents per cwt. on packinghouse products from Fort Dodge, Ia., to Mississippi river crossing and moving to North Atlantic ports for export.

Proposed routing provisions governing the application of joint rates on livestock from points in Nevada and Utah to Colorado common points and destinations East have been found not justified by the Interstate Commerce Commission. Suspended schedules were ordered canceled.

MOTOR TRUCK NOTES

Four refrigerated units for handling meats have been added recently to the truck fleet of the Kroger Grocery & Baking Co. The body builders achieved minimum weight by using interior and exterior aluminum panels and Dry-Zero Sealpad. This makes possible rapid delivery of four to five ton payloads in congested Ohio territory.

Packers who paint their trucks yellow secure an advantage of which they may not be aware. This is high visibility at night, and accordingly a greater factor of safety.

Watch the "Wanted" and "For Sale" page for bargains in equipment.



BROTHERS UNDER THE SKIN

- - - but can't
wear the same
clothes

PIGS is PIGS. As fresh loins or stored green hams—they're still pork. But the same overcoats won't do.

Take a fresh loin. It needs air when it's wrapped in paper. Otherwise, it gets soggy. That air must be admitted through the tiny pores of the paper—and H.P.S. White Oiled Loin Paper is the sheet that allows this very necessary ventilation. This paper helps the meat retain its quality, appearance and freshness. It's insurance for a fine product.

On the other hand, a green ham or belly stored in the refrigerator should have the air *sealed out*. If it isn't, circulating air currents in the refrigerator will go through the paper and dehydrate the meat. That's why H.P.S. Master Freezerwrap is preferred by so many leading packers. Its pores are sealed with protecting wax. Air cannot pass through.

- GENEROUS SAMPLES of both these sheets will be gladly mailed on request—for making tests in your own plant.



H. P. SMITH PAPER COMPANY

H. P. S. Waxed and Oiled Packers Papers

1130 West 37th Street

CHICAGO, ILLINOIS

*A Page
for the*

Packer Salesman



Selling Quality Meats

Packer Sales Manager Points Out Fallacy of Price Competition

PACKER salesmen selling high-grade products sometimes feel their lot is a hard one, and that life would be easier if they were in a position to compete with products made to sell at a price.

But they overlook one important fact. Any packer can produce cheap goods and underprice his competitor. But when he does this he increases his competition, and makes it more difficult for his salesmen to sell.

This is not generally appreciated, but it is true, nevertheless. In these days of reduced consumer buying power and reduced meat consumption poor quality products and low prices have been an inducement many consumers have been unable to resist.

Little Competition on Quality Meats

This is the side the salesman of high-grade products most often sees. He does not always appreciate, however, that the keen competition today is in low-priced goods. When low prices are a salesman's only argument he is "left out on a limb" when competitors cut below him.

Quality meats today are out of the keen competitive class. Regardless of the economic situation, there are still enough consumers who desire high-quality products to enable any good meat salesmen to dispose of his quota of them. And why shouldn't he? The odds are all in his favor. He has arguments few of his competitors can use. His products are in a class by themselves.

A representative of THE NATIONAL PROVISIONER recently "sat in" at a meeting of salesmen of a well-known small packer. The atmosphere was far from cheerful. Things had not been going so well; price competition of the worst sort had lost a lot of business. The salesmen expected a "lacing" from the boss, and they were not disposed to take it with good grace.

"Pepping Up" the Salesmen

The sales manager was not only a good judge of human nature, but a diplomat as well. He sensed the situation instantly, and knew it was up to him to get his men in a better frame of mind and "out of the dumps" if any improvement was to be expected in sales the following week. He rose to his feet to address the gathering. There was a smile on his face. His first words were:

"Forget it! Let's let the cat out of the bag and talk."

There was a noticeable easing of the tension. The men realized the worst was not going to happen after all. Some gave audible sighs of relief; others adjusted themselves to a more comfortable position. After pausing a few seconds to permit the idea to get over, the sales manager continued:

"Sales volume has declined considerably the past two weeks. Some of you claim our prices are the reason. You say our trade will not pay a premium for quality products like they used to do. You think you would rather have cheaper meats and 'meet competition.' Let's analyze the problem.

Consumers Still Buying Quality

"Is it true your customers will not pay a premium for quality?

"What about the thousands of accounts that have been on our books for 30 years and more, and are still buying from us?



"What about the hundreds of letters we receive from dealers wanting to know where they can buy our products?

They Leave But Come Back

"What about your own accounts who get away from you on price—and then come back tickled to death to pay for first quality products?

"What about the many customers who have built up wonderful smoked meat and sausage business through handling only our quality?

"What about the accounts in cheap neighborhoods—price-conscious trading areas—that go on handling our products year after year without interruption?

"All dealers, or all our customers, do not want first quality products. We honestly believe, however, that there are enough quality buyers in your territories to keep this plant working night and day, 365 days of every year.

"And let's not forget that certain competitors of ours have built up substantial business on the principles of quality, just as our firm has. What's more, plenty of these houses demand even a greater price premium than we do. Any one of you men can name a number of such houses.

Can't Meet Cheap Competition

"Before you decide whether or not you would rather have cheaper quality to meet competition, let me give you a few indisputable facts:

"A packer cannot buy prime, finished, corn fed hogs—

"He can't process them in an inspected plant—

"He cannot cure and smoke meats under individual, old-time care and supervision—

"He can't use the finest materials money can buy—

"He can't produce sausage that's fit to serve on the finest tables—

"He can't use fresh selected trimmings and choice spices—

"He can't have clean sanitary kitchens—

"He can't make high grade specialties—

"AND MEET PRICE COMPETITION."

Believe in Your Firm

"We believe our raw material buyers are as smart and shrewd as can be found anywhere.

"We know our plant is one of the most efficient in this country—in fact, a model patterned after by others.

"We know our selling cost is as low as our competitors, and our overhead lower than most.

"Consequently the price we ask for the kind of products we produce is eminently fair and justifiable, commensurate with the product we have to sell. And we must get this price if we are to remain in business.

"We could buy cheaper hogs. We could eliminate our rigid quality standards. We could cheapen our curing process. We could smoke by factory production methods. We could make cheap sausage and specialties below quality standards.

Price a Poor Sales Weapon

"But, were we to do these things, there would be nothing to prevent our competitors from 'going us one better'—producing even worse 'tripe'—and underselling us.

"And when price is your one sales weapon, what have you to offer when

(Continued on page 46.)

Which Motor for Jobs Where There are Splashing Liquids?

The G-E Splashproof Motor



Squirrel-cage induction motors (type illustrated, 15 hp. or smaller) — simple, sturdy motors for your run-of-the-plant jobs



Gear-motors — compact, efficient, low-speed drives



Direct-current motors — use them where you want unusually exact speed control, or where your power is direct current

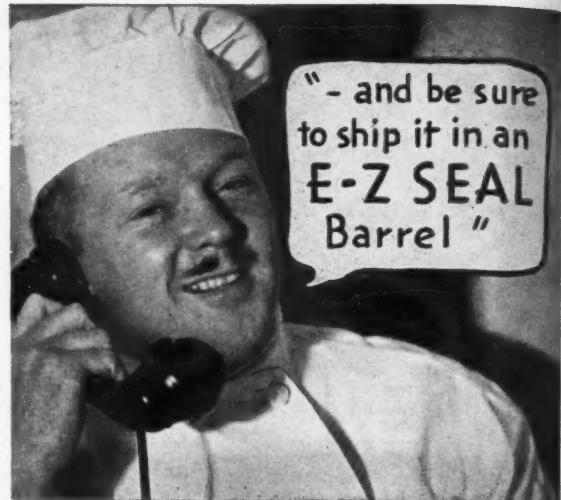
THE RIGHT MOTOR FOR EVERY JOB—
THE RIGHT CONTROL FOR EVERY MOTOR

IF your machinery must be washed down — if it operates where there are splashing liquids, dripping liquids, or falling particles, you can save money and get longer motor life and more dependable service by using G-E splashproof motors and control for your machine drives. In every case, General Electric's complete motor line enables you to get exactly the right motor for your particular requirements.

Have you a job for a splashproof motor in your plant? An experienced sales engineer in the G-E office nearest you will be glad to help you solve your drive problems — solve them in the way most profitable to you. For prompt service, simply get in touch with the nearest G-E office. General Electric, Schenectady, N. Y.

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STEEL FOOD BARRELS

Win "Customer Preference" For Your Product

Your customers realize the many advantages of E-Z SEAL Barrels for Lard, Shortening, and other packing house products, and they PREFER the products that are shipped in them.



Sanitary Lined..Convenient to Fill and Empty..No Splinters or Slivers..Indestructible Covers..No Soakage or Shrinkage Losses..and they always have a high second-hand value.

Write for complete information including prices — no obligation to you.

New catalog "MODERN STEEL CONTAINERS" sent upon request.

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STEEL CONTAINERS 1 TO 65 GALLON SIZES

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353 Danforth Ave.,
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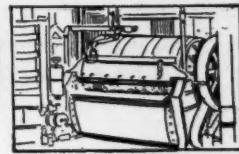
NEW ORLEANS, LA.
Cortez & Bienville Sts.
Galvez 2171

Three Modern Factories
Sales offices and warehouses in principal cities

LARD	4.65	4.20	3.75
BELLIES	1.15	1.15	1.15
NAME	2.25	2.25	2.25
LOINS	1.5	—	—
BUTTS	1.5	—	—

Provisions and Lard

Weekly Market Review



Trade Active—Market Strong—
Hogs and Lard at New Highs—
Stocks Decreasing—Cash Trade
Fairly Good—Hog Run Small.

Market for hog products displayed considerable activity and strength the past week, lard following hogs into new high ground for season. Features responsible for the upturns of late continued in force, and as a result, the market moved up readily.

Bulk of the selling pressure, was from profit takers. Scattered opposition to prevailing meat prices continued in evidence. Make was small and cash trade fairly satisfactory. There was good sized reductions in cold storage holdings.

Western run of hogs last week totaled only 171,300 head, against 187,300 head the previous week and 379,300 head the same week last year. Top hogs at Chicago bulged to 12.20c, a new high

for season, and best level since August, 1929, when top hogs reached 12.25c.

Average price of hogs at outset of week at Chicago was 11.15c, against 10.55c the previous week, 5c a year ago, 4.05c two years ago, and 4.45c three years ago.

Average weight of hogs received at Chicago last week was 270 lbs., against 266 lbs. the previous week, 250 lbs. a year ago and 261 lbs. two years ago.

The Government estimated the corn crop as of August 1 at 2,272,000,000 bu., compared with 2,045,000,000 bu. the previous month and 1,371,000,000 bu. last year.

Official exports of lard for week ended August 3, were 621,000 lbs., against 5,076,000 lbs. last year. Exports from January 1 to August 3 have been only 74,104,000 lbs., against 313,463,000 lbs. the same time last year.

(Continued on page 29.)

MEAT AND LARD STOCKS

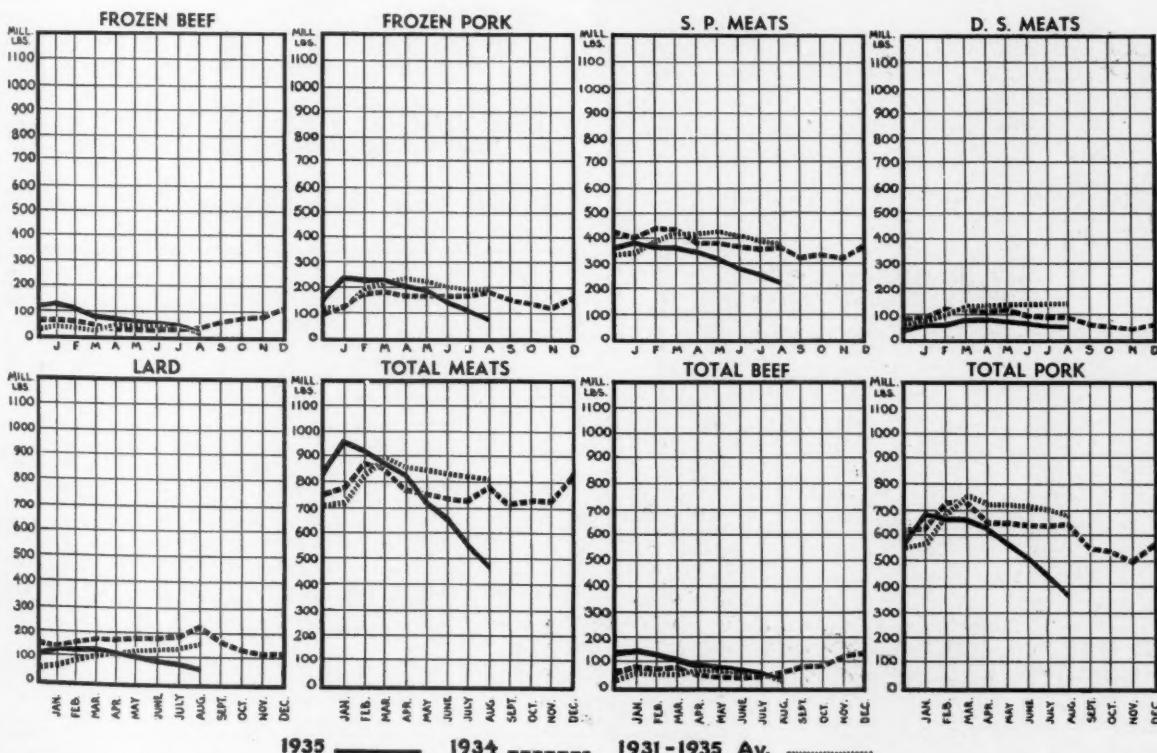
Pork meats in storage on August 1, 1935, reached an all-time low, the result of continued small hog runs and comparatively good consumer demand during July. Total stocks of pork were only 368,792,000 lbs., compared with 445,307,000 lbs. a month earlier and a five-year August 1 average of 691,639,000 lbs. About 23,000,000 lbs. were sent to freezer during the month, compared to 61,966,000 lbs. a year ago.

Lard stocks on August 1 totaled 68,815,000 lbs., compared with 84,680,000 lbs. on July 1. Average weight of hogs increased considerably since earlier in the summer, but cutting for the tank has been relatively small and consumer demand has continued good. There are no indications that make of lard will increase materially, if at all, during the balance of the year. Unless there is a falling off in demand, there-

(Continued on page 27.)

STORAGE STOCKS OF MEAT AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



These charts in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show trends of storage stocks accumulations of meats and lard during the first 7 months of 1935, compared with those of similar periods one and two years earlier and the 5-year average.

GRIFFITH'S MEAT BRANDING INK

VIOLET
for
GOVERNMENT BRAND



BROWN
for
HOUSE BRANDS

Meets B. A. I. Requirements

Use 1 gallon cans. Packed 6 per case. 6/1's cost only 5c per gallon more than a 5-gallon can.
2 cases of 6/1's cost only 5c per gallon more than a 10-gallon can.

A gallon can is most convenient.
No Spillage—Less Evaporation.
No breakage as compared to 1-gallon bottles.

We Want Your Ink Orders

You will find our inks of unsurpassed quality. Many say they cannot be equalled. Make a note in your purchase book to buy the next from

THE GRIFFITH LABORATORIES

1415 West 37th Street,
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1 Industrial Street, Leaside
TORONTO 12, ONTARIO



New PROFIT POSSIBILITIES

with the Adelmann Washer

The Adelmann Washer will increase profits in your plant thru reduced operating costs. The Adelmann Washer cleans Ham Boilers of all kinds, sizes and shapes in a fraction of the time formerly required. It cleans them better and at much lower cost. *And in doing so enlarges your profit margin.*

Only a few seconds per day are required to keep ham boilers in perfect condition. No skill or effort required to operate. Removes all residue, burnt fat and brine; is an ideal working companion to Adelmann Ham Boilers—"The Kind Your Ham Makers Prefer." Ask about our free thirty day trial without obligation.

HAM BOILER CORP.

Office and Factory — Port Chester, N. Y.

CHICAGO OFFICE: 332 S. Michigan Ave.

EUROPEAN REPRESENTATIVES: R. W. Boillans & Co., 6 Stanley St., Liverpool & 13 Bow Lane, London.

AUSTRALIAN AND NEW ZEALAND REPRESENTATIVES: Gollin & Co., Pty. Ltd., Offices in Principal Cities.

CANADIAN REPRESENTATIVES: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

Cut-Out Losses Reduced By Higher Product Values

HOG cut-out losses for the first four days of the current week were reduced considerably compared with a week earlier, gains of 5c to 53c per cwt. being made. Lighter averages cut out to best advantage, heavier weights showing greatest losses. Hog costs to packers were higher during the week, top reaching \$12.20 on Tuesday. Receipts continue very light, totaling only 38,000 head at Chicago during the period. Quality improved somewhat, but was only fair.

While hog costs to packers increased from 43c to 50c per cwt., product increased in value 51c to \$1.03 per cwt. Practically all cuts were strong and in relatively good demand. Some weakness, particularly in loins, developed on Thursday, but the set-back was small. This was largely offset in the cutting test, however, by a stronger market for bellies on that day, due to scarcity of offerings. Boiling hams were wanted. Demand was moderately active for D. S. cuts. Price spread be-

tween lard and cotton oil continued to widen.

The following test is worked out on the basis of live hog costs and green product values at Chicago during the first four days of the current week, average costs and credits being used. The results reflect conditions at Chicago only, and may or may not be typical in other sections of the country. Whenever a short form hog test is figured, the packer's own hog costs and product values should be substituted.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	22%	\$ 3.09	13.70	22%	\$ 3.12	13.30	21%	\$ 2.88
Picnics.....	5.50	17%	.97	5.30	17%	.93	5.00	14%	.74
Boston butts.....	4.00	25%	1.03	4.00	25%	1.03	4.00	25%	1.03
Loins (blade in).....	9.70	26%	2.61	9.30	25%	2.36	8.80	23.0	2.02
Bellies, S. P.	11.00	24%	2.65	8.70	22%	1.96	3.50	21%	.75
Bellies, D. S. ....	....	....	....	3.00	19%	.59	9.00	19%	1.73
Fat backs.....	1.00	15%	.15	3.00	15%	.46	5.00	15%	.77
Plates and jowls.....	2.50	15%	.38	2.50	15%	.38	3.30	15%	.51
Raw leaf.....	2.00	15%	.31	2.10	15%	.32	2.20	15%	.34
P. S. lard, rend. wt.	12.40	16.0	1.98	12.10	16.0	1.94	11.20	16.0	1.79
Spareribs.....	1.50	17%	.26	1.50	17%	.26	1.50	17%	.26
Trimmings.....	3.00	17%	.52	2.80	17%	.48	2.70	17%	.47
Feet, tails, neckbones.....	2.00	....	.12	2.00	....	.12	2.00	....	.12
Offal and misc. ....	....	....	.45	....	....	.45	....	....	.45
TOTAL YIELD AND VALUE.....	68.50		\$14.52	70.00		\$14.40	72.00		\$13.86
Cost of hogs per cwt.....			\$12.01			\$12.06			\$11.69
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.75			.65			.62
Processing tax.....			2.25			2.25			2.25
TOTAL COST PER CWT.....	\$15.06					\$15.01			\$14.61
TOTAL VALUE.....	14.52					14.40			13.86
Loss per cwt.....			\$.54			\$.61			\$.75
Loss per hog.....			\$ 1.08			\$ 1.45			\$ 2.06

MEAT AND LARD STOCKS

(Continued from page 25.)

fore, lard stocks will continue to decrease.

Reduction in D. S. meat stocks during July was small, but S. P. withdrawals from storage totaled in excess of 39,000,000 lbs. Stocks on hand total 225,174,000 lbs., compared with 264,863,000 lbs. on July 1.

Other meats in storage also show a decrease. Beef stocks on August 1 totaled 49,633,000 lbs., compared to 55,653,000 lbs. a month earlier. Five-year August 1 average for beef in storage is 47,147,000 lbs. Beef frozen during July was 14,159,000 lbs., compared with 27,811,000 lbs. a year earlier.

Stocks of meat and lard on hand in

the United States August 1, 1935, reported by the U. S. Bureau of Agricultural Economics.

	Aug. 1, '35	July 1, '35	5-Year Av.
	lbs.	lbs.	Aug. 1-86
Beef, frozen	35,391,000	37,944,000	30,870,000
In cure	10,184,000	11,091,000	9,944,000
Cured	6,108,000	6,618,000	6,333,000
Pork, frozen	83,430,000	115,845,000	181,307,000
D. S. in cure	32,799,000	35,098,000	60,390,000
D. S. cured	28,389,000	29,701,000	65,956,000
S. P. in cure	139,690,000	155,097,000	227,781,000
S. P. cured	35,544,000	109,766,000	136,505,000
Lamb and Mutton, frozen	2,128,000	2,376,000	2,098,000
Misc. Meats	49,595,000	52,697,000	72,503,000
Lard	65,815,000	84,680,000	158,131,000
Product placed in cure during: July 1935			
Beef frozen	14,159,000	27,311,000	
Pork frozen	23,237,000	61,966,000	
D. S. pork placed in cure	33,024,000	45,888,000	
S. P. pork placed in cure	100,497,000	168,977,000	
Lamb and Mutton frozen	767,000	659,000	

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in Chicago, August 14, 1935:

	Aug. 14, 1935	July 31, 1935	Aug. 14, 1934
P. S. Lard, lbs.	19,460,313	24,228,923	119,484,908
Other Lard, lbs.	4,275,556	6,220,330	15,155,648
D. S. Cl. Bellies, lbs. (a)	5,871,006	7,101,134	12,300,181
D. S. Rib Bellies, lbs. (a)	975,046	1,175,100	1,437,100
Ex. S. C. Sides, lbs. (a)	2,200	3,800	2,100
(a) Made since Oct. 1, 1934.			

LARD AND GREASE EXPORTS

Exports of lard from New York City, Aug. 1, 1935, to Aug. 14, 1935, totaled 144,700 lbs.; tallow, none; grease, none; stearine, 66,800 lbs.

FOR FLAVOR APPEAL



Bigger
Sales
with
Specialties

CHILI CON CARNE
CHILI AND BEANS
BRICK CHILI
CHILI FRANKFURTTERS
TAMALES
CHILI SAUCE

Scarcity and high cost of the better meats has forced packers to look for ways to maintain their volume of sales—Chili flavored products is the answer.

Delicious and tasty, these sell primarily on flavor appeal, yet their reasonable cost encourages wide use by all classes. If you haven't added Chili items to your line—now is the time to start and "cash in" on their popularity.

Our blends are based on long experience in supplying manufacturers—selection of any one of these is assurance of a proven seasoning.

Formulas gladly furnished. Shipment from warehouse or direct from factory.

A Quality for
Every Need

USED EXTENSIVELY BY I. A. M. P. MEMBERS

Chili Powders

K. Special, A.S.
Tex. Mexican
No. 1 Mexican

Chili Peppers

SS. CS.
Tex. Mexican
No. 1 Mexican

CHILI PRODUCTS
CORPORATION LTD.

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LOS ANGELES, CALIF.

Chicago, Ill. 160 E. Illinois St.

STANDARDIZED QUALITY

MAYER'S
for flavor—
and flavor for
SALES!

The Man Who Knows



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Roseladen Delicatessen, Wonder Perk Sausage Seasonings, New Deal Lyone Seasonings and Special NEVERFAIL Curing Compound.

Only the finest of pure spices, carefully ground and skillfully blended, will give your sausage and specialties a real flavor appeal. And if you want the best of seasonings—get MAYER'S!

They make better sausage and specialties that sell at a price premium. They will cost no more to use than your present seasonings, Quality and Sales Appeal considered. Ask for samples!

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6819-27 S. Ashland Ave., Chicago
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We Originate—Others Imitate

STOCKINETTE

BAGS and TUBING FOR BEEF—LAMB
HAM—SHEEP—PIGS—CUTS
CALVES—FRANKS—Etc.



Calf Bag

E. S. HALSTED & CO., Inc.

64 PEARL ST., NEW YORK CITY
Joseph Wahlman, Dept. Mgr.
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

A cooked Ham of unequalled quality imported from Poland. Packed in vacuum tins. Six tins to a case, approximately 10 lbs. per tin.

Competitive
Prices

Warehouses—
Chicago and
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Polka Ham
with natural juices
"Not
just a ham but
a selected delicacy."

Polka Products

HUSTON & MILKOWSKI, INC.

612 North Michigan Avenue, Chicago, Illinois

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Aug. 10, 1935:

PORK.

	Week ended Aug. 10, 1935.	Week ended Aug. 11, 1934.	Nov. 1, 1934 to Aug. 10, 1935.
Total	25	25	1,637
United Kingdom	25	25	861
Continent	25	25	516
West Indies	25	25	260

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	825	1,085	95,863
United Kingdom	825	897	94,980
Continent	119	644	3,805
West Indies	1	58	1
B. N. A. Colonies	18	180	1
Other countries	6	6	6

LARD.

	M lbs.	M lbs.	M lbs.
Total	425	5,060	90,697
United Kingdom	305	4,431	83,303
Continent	4	193	3,805
St. & Ctr. America	56	338	1,288
West Indies	98	2,282	6
B. N. A. Colonies	13	13	6
Other countries	6	6	6

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Hams, M lbs.	Lard, M lbs.
New York	25	357	116
Boston	18	18	18
Montreal	450	253	253
New Orleans	56	56	56
Total week	25	825	425
Previous week	894	520	520
2 weeks ago	1,206	533	533
Cor. week 1934	1,035	5,060	90,697

SUMMARY NOV. 1, 1934, TO AUG. 10, 1935.

1934 to 1935 to 1935.	Decrease.	
1934. Increase.	1935. Increase.	
Pork, lbs. 327	467	140
Bacon and hams, lbs. 95,864	105,866	10,002
Lard, lbs. 90,697	311,911	221,214

PROVISION MARKETS

(Continued from page 25.)

PORK—Market was steady at New York and demand fair. Mess was quoted at \$35.00 per barrel; family, \$38.00 per barrel; fat backs, \$33.00@\$34.00 per barrel.

LARD—Market was firm at New York and demand good. Prime western was quoted at 17.15@17.25c; middle western, 17.15@17.25c; city, 13 1/4@13 3/4c; tubs, tax included, 17 3/4c nominal; refined Continent, domestic basis, 17 1/2@18c; South American, 17 1/2@18 1/2c; Brazil kegs, 18@18 1/2c; compound, car lots, 13c; smaller lots, 13 1/4c.

At Chicago, regular lard in round lots was quoted at 12 1/2c over September; loose lard, September price; leaf lard, 15c over September.

(See page 34 for later markets.)

BEEF—Demand was moderate, but market was firm at New York. Mess was nominal; packer, nominal; family, \$23.00@\$24.00 per barrel; extra India mess, nominal.

GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$18.23 per cwt. on July 31, 1935, as compared with \$17.58 a week earlier and \$14.66 at the same time in 1934. Lard in tierces at Hamburg was quoted at \$17.52, compared with \$17.17 the previous week and \$13.57 at the same time in 1934.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, AUGUST 10, 1935.

Open. High. Low. Close.

LARD

Sept.	15.75	15.87 1/2	15.75	15.80 ax
Oct.	15.47 1/2	15.67 1/2	15.42 1/2	15.50
Dec.	13.55	13.72 1/2	13.55	13.65
Jan.	13.29	13.25	13.20	13.22 1/2 ax
May	12.27 1/2-20	12.42 1/2	12.20	12.27 1/2

CLEAR BELLIES

Sept.	18.87 1/2
-------	-----------

MONDAY, AUGUST 12, 1935.

Open. High. Low. Close.

LARD	15.95	15.97 1/2	15.90	15.97 1/2
Oct.	15.60	15.70	15.60	15.70
Dec.	13.77 1/2	13.77 1/2	13.67 1/2	13.70
Jan.	13.17 1/2	13.22 1/2	13.17 1/2	13.22 1/2
May	12.25	12.40	12.25	12.30-25

CLEAR BELLIES

Sept.	18.97 1/2	19.00	18.97 1/2	10.00
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TUESDAY, AUGUST 13, 1935.

Open. High. Low. Close.

LARD	15.95	15.97 1/2	15.95	16.17 1/2 ax
Oct.	15.62 1/2	16.00	15.62 1/2	15.85
Dec.	13.60	13.90	13.60	13.80 ax
Jan.	13.10	13.30	13.10	13.25
May	12.20	12.40	12.20	12.30

CLEAR BELLIES

Sept.	19.37 1/2
-------	-----------

WEDNESDAY, AUGUST 14, 1935.

Open. High. Low. Close.

LARD	16.32 1/2-37 1/2	16.67 1/2	16.32 1/2	16.67 1/2 ax
Oct.	16.00-22 1/2	16.35	16.00	16.35
Dec.	13.95	14.00	13.87 1/2	14.00 ax
Jan.	13.25	13.30	13.25	13.30
May	12.30-25	12.40	12.25	12.40

CLEAR BELLIES

Sept.	19.87 1/2	19.75	19.87 1/2
-------	-----------	-------	-----------

THURSDAY, AUGUST 15, 1935.

Open. High. Low. Close.

LARD	17.32 1/2-92 1/2	17.07 1/2	16.77 1/2	17.07 1/2 ax
Oct.	16.65-75	16.85	16.62 1/2	16.85
Dec.	14.75-80	14.92 1/2	14.60	14.80
Jan.	13.75	13.75	13.55	13.55-65
May	12.90-97 1/2	13.00	12.75	12.80

CLEAR BELLIES

Sept.	20.00	20.05	20.00	20.05
-------	-------	-------	-------	-------

FRIDAY, AUGUST 16, 1935.

Open. High. Low. Close.

LARD	17.30-35	17.57 1/2	17.25	17.50 ax
Oct.	17.25-27 1/2	17.35	17.15	17.35
Dec.	14.75-80	14.92 1/2	14.60	14.80
Jan.	13.75	13.75	13.55	13.55-65
May	12.90-97 1/2	13.00	12.75	12.80

CLEAR BELLIES

Sept.	20.05	20.05	20.05
-------	-------	-------	-------

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, August 15, 1935.

REGULAR HAMS.

Green.	*S. P.
23 1/2 @ 24	23
23 1/2 @ 24	23
23 1/2 @ 24	23
23 1/2 @ 24	23

BOILING HAMS.

Green.	*S. P.
22 1/4	22 1/4
22 1/4	22 1/4
22 1/4	22 1/4
22 1/4	22 1/4

SKINNED HAMS.

Green.	*S. P.
18	18
18	18
15 1/2	15 1/2
15 1/2	14 1/2

PICNICS.

Green.	*S. P.
26	27
26	27
25	26
24 1/2	25 1/2

BELLIES.

Square cut seedless (S. P. 1/4c under D. C.)	*D. C.
26	27
26	27
25	26
24 1/2	25 1/2

*Quotations represent No. 1 new cure.

D. S. BELLIES.

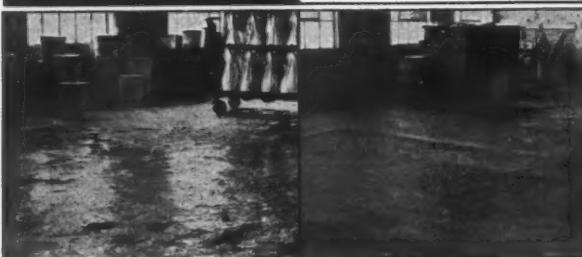
Clear	Rib
20	20
20	20
20	20
19 1/2	19 1/2

D. S. FAT BACKS.

6-8	16 1/2
6-8	16 1/2
10-12	17 1/

BROKEN CEMENT FLOORS

REPAIRED OVERNIGHT



BROKEN, RUTTED FLOORS ONE DAY SMOOTH, HARD FLOORS THE NEXT DAY

Clev-o-cement is an entirely new kind of floor patching and surfacing material that can be successfully used where all other materials have failed. Clev-o-cement can be used on a wet surface or under freezing temperatures. It's waterproof, acid resisting and dries hard as flint overnight for heavy service the next day. Harder in 24 hours than ordinary cement in 28 days. Bonds perfectly. Guaranteed. Manufactured only in dry powder form. Mix with water and apply yourself. Economical.

CLEVE-O-CEMENT

THE MIDLAND PAINT & VARNISH CO.

1322 Marquette Ave.

Cleveland, Ohio

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: August, 1935 to June 30, 1936, inclusive	@ 24.00
Ammonium sulphate, do, bags, per 100 lbs. f.a. New York	nominal
Blood dried, 16% per unit	@ 2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	2.25 & 10c
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L., c.i.f.	@ 31.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton: bulk August to Nov. inclusive	@ 23.50
in 200-lb. bags	24.80
in 100-lb. bags	25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.50 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.25 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 22.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	@ 23.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton	@ 14.40
Kainite, 20% bulk, per ton	@ 11.00
Muriate in bulk, per ton	@ 22.50
Sulphite in bags, per ton, basis 50%	@ 33.75
Less 6% discount	

Dry Rendered Tankage.

50% unground	@ .65
60% ground	@ .65

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Aug. 14, 1935.

A few cars of ground fertilizer tankage sold at \$2.50 and 10c basis f.o.b. New York, which is the present quota-

tion. Unground tankage is rather scarce, the last sale having been made at \$2.25 and 10c f.o.b. local points.

The stocks of dried blood around New York are not heavy but buyers are scarce. Present quotations are \$2.50 f.o.b. New York, the last sales having been made, however, under this price.

Unground dried menhaden fish scrap is offered at \$2.25 and 10c f.o.b. fish factories, Virginia with a limited amount of buying interest.

The demand for other fertilizer materials at present is very limited.

MEAT AND LARD EXPORTS

Exports of lard, pork and bacon through port of New York during week ended August 16 totaled 122,170 lbs. of lard, 184,080 lbs. of bacon and 25 bbls. of pork.

OPPENHEIMER CASING CO. and HARRY D. OPPENHEIMER

beg to announce that they have sold their interest in the J. W. HUBBARD CO. and are no longer connected with the latter company in any manner whatever.

Automatic TEMPERATURE CONTROL

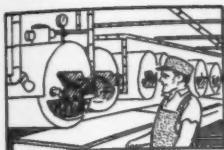
FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control

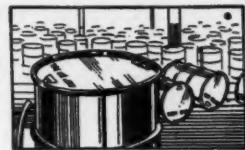
2725 Greenview Ave., Chicago—231 E. 46th St., New York
ALSO 41 OTHER CITIES

 POWERS REGULATOR CO.



Tallows and Greases

Weekly Market Review



TALLOW—A moderate volume of trade and a firmer market featured tallow at New York the past week. It was estimated that around 250,000 lbs. changed hands. Buying was mostly by smaller consumers, larger soapers holding out until Wednesday of this week when they came into the market and paid 6½c f.o.b. for extra, about the same levels as late the previous week. Smaller consumers however, paid 6½c f.o.b., representing an advance of ½c.

Offerings were not large and were firmly held. Demand was moderate. There was a feeling that offerings of round lots around the present levels would find buyers. Considerable interest was apparent in edible tallow, due to strength in lard and fact that edible tallow was being substituted for lard in some cases. A good business passed in South American edible tallow this week on a basis of about 7½c c.i.f.

There was a moderate volume of activity in tallow futures. Prices were 2 points lower to 20 points higher.

At New York, special was quoted at 6@6½c; extra, 6½@6½c f.o.b.; edible, 9@9½c f.o.b.

At Chicago, market displayed a strong undertone. Offerings were light and demand fairly good. Strength in other markets had some influence. At Chicago, edible was quoted at 9@9½c; fancy, 7@7½c; prime packer, 7c; special, 6½@6½c; No. 1, 6@6½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, August-Sept. shipment, advanced 3s to 28s 3d. Australian good mixed at Liverpool, August-September shipment, up 6d for week at 27s.

STEARINE—Market was strong at New York, demand good and offerings light. Last business in oleo was at 10½c and market was quoted at 10@10½c. At Chicago, the market was firm with demand good; oleo 9c.

OLEO OIL—Market was quiet but very steady at New York, owing to strength in raw materials. Extra was quoted at 10½@11c; prime, 10@10½c; lower grades, 9½c. At Chicago, demand was good and market firm. Extra was quoted at 11c.

(See page 34 for later markets.)

LARD OIL—Demand was fairly good at New York, and prices were stronger with strength in raw materials. At New York, No. 1 was quoted at 10c; No. 2, 9½c; extra, 11½c; extra No. 1, 10½c; prime, 12c.

NEATSFOOT OIL—Demand was fair and market stronger at New York. Cold pressed was quoted at 16½c; extra,

10½c; extra No. 1, 10½c; pure, 13c.

GREASES—A quiet market but a stronger undertone featured greases at New York the past week. Offerings were light, and buyers hesitant. A firm feeling prevailed in the trade, however, and gossip had it that the next important business would probably be at prices ¼@½c over quoted market. At New York, yellow and house were quoted at 5½c; A white, 5½c; B white, 5½c; choice white, 7c.

At Chicago, market displayed a strong undertone, with a fairly good demand in evidence. Offerings were very small. At Chicago, brown was quoted at 5½@5½c; yellow, 5%@6c; B white, 6½c; A white, 7½c; choice white, all hog, 7½@8c.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, AUGUST 10, 1935.

	High.	Low.	Close.
Sept.			6.32@6.45
Oct.			6.35@6.45
Dec.			6.57@6.62
Jan.			6.58@6.62

MONDAY, AUGUST 12, 1935.

	High.	Low.	Close.
Sept.			6.35@6.50
Oct.			6.35@6.50
Dec.			6.50@6.70
Jan.			6.50@6.70

TUESDAY, AUGUST 13, 1935.

	High.	Low.	Close.
Sept.			6.35@6.45
Oct.			6.35@6.45
Dec.			6.50@6.70
Jan.			6.50@6.70

WEDNESDAY, AUGUST 14, 1935.

	High.	Low.	Close.
Sept.			6.35@6.50
Oct.			6.35@6.50
Dec.			6.50@6.70
Jan.			6.50@6.70

THURSDAY, AUGUST 15, 1935.

	High.	Low.	Close.
Sept.			6.40@6.60
Oct.			6.40@6.60
Dec.			6.55@6.85
Jan.	6.75	6.75	6.55@6.85

FRIDAY, AUGUST 16, 1935.

	High.	Low.	Close.
Sept.			6.60@6.85
Oct.			6.60@6.85
Dec.			6.70@6.85
Jan.			6.75@6.85

Closing 10@20 higher.

INEDIBLE FATS EXPORTS

Exports of inedible fats in June, 1935:

	Other animal greases and fat, lbs.	Neats-foot oil, lbs.	Oleic acid or red oil, lbs.	Stearic acid, lbs.
United Kingdom	6,532			
Canada	238,635	416	3,159	875
Guatemala	67,704			660
Venezuela				7,700
Honduras	29,052	50		
Cuba	16,849			15,000
Mexico	4,148	5,755	4,770	430
Dom. Republic.	48,252			
Peru			4,416	
Colombia	14,809			
France		8,129		
Others	44,680	48,699	11,789	16,956
Total	470,681	63,049	24,134	41,615
Value	\$30,312	\$7,950	1,811	\$4,796

BY-PRODUCTS MARKETS

Chicago, August 15, 1935.

Blood.

Demand continues slow; last sales at \$2.50.

Unit	Ammonia.
Ground	2.55n
Underground	2.50n

Digester Feed Tankage Materials.

A broader demand in evidence; offerings light.

Underground, 10 to 12% ammonia	2.65@2.75 & 10c
Underground, 8 to 10%	2.55@2.65 & 10c
Liquid stick	2.25

Dry Rendered Tankage.

Demand good and market strong; last sales at 70c.

Hard pressed and exp. unground per unit protein	.70
Soft pred. pork, ac. grease & quality, ton	@80.00
Soft pred. beef, ac. grease & quality, ton	@50.00

Packinghouse Feeds.

This market steady with last week.

Digester tankage meat meal 60%	42.50
Meat and bone scraps, 50%	42.50
Steam bone meat, 65%, special feed	
per ton	32.50
Raw bone meal for feeding	32.50

Fertilizer Materials.

Ground offered at \$2.50 & 10c, Chicago.

High grd. tankage, ground, 10@12% am.	2.35@2.50 & 10c
Bone tankage, ungrd., low gr., per ton	16.00
Hoof meal	2.45

Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade	\$50.00@80.00
Mfg. skin bones	45.00@75.00
Cattle hoofs	28.00@28.00
Junk bones	15.00@17.50

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market steady and featureless; prices unchanged.

Steam, ground, 3 & 50	\$18.00@19.00
Steam, unground, 3 & 50	16.50@17.50

Gelatine and Glue Stocks.

Demand fair for skulls, jaws and knuckles; last sales at \$24.00.

Calf trimmings	23.00
Sinews, pizzles	16.00
Horn jutting	17.00
Calf jaws, skulls and knuckles	24.00
Hide trimmings (new style)	8.00
Hide trimmings (old style)	12.00
Pig skin scraps and trim, per lb.	5@6c

Animal Hair.

Market largely nominal.

Summer coil and field dried	1½@1½c
Winter coil, dried	2½c

Processed, black, winter, per lb.

Processed, black, winter, per lb.	8½@9c
Cattle switches, each	1½@2½c

*According to count.

When in need of expert packinghouse workers watch the classified pages of

THE NATIONAL PROVISIONER.

PRODUCTION, MOVEMENT AND STOCKS OF FATS AND OILS

Factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended June 30, 1935, was as follows: Vegetable oils, 357,166,506 lbs.; fish oils, 9,142,858 lbs.; animal fats, 306,659,457 lbs.; and greases, 64,916,031 lbs.—a total of 737,884,852 lbs.

Of the several kinds of fats and oils covered by this inquiry, the largest production, 199,526,759 lbs., appears for lard. Next in order is linseed oil with 116,946,404 lbs.; tallow with 105,744,324 lbs.; cottonseed oil with 99,654,893 lbs.; cocoanut oil with 44,502,406 lbs.; sesame oil with 25,798,411 lbs.; corn oil with 25,151,626 lbs.; soybean oil with 19,582,025 lbs.; castor oil with 8,079,678 lbs.; and peanut oil with 3,553,483 lbs.

The production of refined oils during the period was as follows: Cottonseed 167,210,416 lbs.; cocoanut 83,016,684 lbs.; peanut 21,792,650 lbs.; corn 22,954,317 lbs.; soybean 16,588,034 lbs.; and palm-kernel 7,708,683 lbs. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statement:

PRODUCTION AND STOCKS OF FATS AND OILS

Factory operations for the quarter ended June 30, 1935.	Factory and Warehouse stocks June 30, 1935.	Production lbs.
VEGETABLE OILS.		

Cottonseed, crude	99,654,893	35,028,219
Cottonseed, refined	167,210,416	512,294,215
Peanut, virgin and crude	3,553,483	34,457,964
Peanut, refined	21,792,650	20,350,685
Cocoanut or copra, crude	44,502,406	112,507,086
Cocoanut or copra, refined	83,016,684	26,036,452
Corn, crude	25,151,626	14,612,344
Corn, refined	22,954,317	11,702,681
Soybean, crude	19,582,025	14,109,633
Soybean, refined	16,588,034	8,169,395
Olive, edible		2,450,982
Olive, inedible		2,941,195
Sulphur oil or olive foots		13,050,395
Palm-kernel, crude	(2)	14,998,334
Palm-kernel, refined	7,708,683	6,672,071
Linseed	116,946,404	15,875,609
Chinese wood or tung	(2)	12,584,640
Perilla	(2)	18,275,047
Castor	8,079,678	9,394,288
Palm		73,637,218
Sesame	25,798,411	23,887,231
Sunflower		8,980,313
All other	13,897,580	10,862,360

FISH OILS.¹

Cod and cod-liver	98,012	13,956,805
Other fish oils	34,790,846	108,937,107
Marine animal oils	44,254,000	49,477,354

¹ The data of oils produced, consumed, and on hand by fish oil producers and fish canners were collected by the Bureau of Fisheries.

² Included in "All Other" vegetable oils.

³ Includes 3,565,545 lbs. herring and sardine, 734,201 lbs. menhaden, and 401,100 lbs. miscellaneous fish oils.

⁴ Includes 3,569,250 lbs. whale oil and 634,750 lbs. sperm oil.

ANIMAL FATS.

Lard, neutral	1,075,301	1,141,023
Lard, other edible	198,451,458	62,436,881
Tallow, edible	14,797,420	12,485,968
Tallow, inedible	90,946,904	508,970,198
Neatsfoot oil	1,388,374	1,517,441

GREASES.

White	7,527,876	7,512,776
Yellow	15,108,765	15,630,682
Brown	11,854,348	14,658,296

Bone	5,525,032	1,275,923
Tankage	9,195,514	2,886,138
Garbage or house	10,176,103	15,273,052
Wool	2,370,429	3,607,403
Recovered	526,607	1,542,804
All other	2,631,357	3,348,110

OTHER PRODUCTS.

Lard compounds and other	293,424,911	29,747,111
Hydrogenated oils	159,927,928	21,520,476
Stearin, vegetable	6,789,625	3,849,465
Stearin, animal, edible	9,870,586	5,294,124
Stearin, animal, inedible	3,726,745	8,411,697
Oleo oil	18,128,323	7,160,296
Lard oil	6,441,523	4,168,892
Tallow oil	1,756,348	2,715,991
Fatty acids	29,641,227	12,184,582
Fatty acids, distilled	9,945,349	2,698,630
Red oil	9,351,712	10,664,516
Cottonseed foots, 50% basic	26,042,744	45,548,718
Cottonseed foots, distilled	9,313,025	8,216,586
Other vegetable oil foots, distilled	23,258,912	6,179,346
Acidulated soap stock	14,758,661	20,138,124
Miscellaneous soap stock	911,821	1,700,222

RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

	Tons of 2,000 lbs.	
Consumed		
April 1 to	On hand	
June 30.	June 30.	
Cottonseed	301,053	128,840
Peanuts, hulled	4,576	717
Peanuts, in the hull	933	1,545
Copra	35,733	24,605
Cocoanuts and skins	439	60
Corn germs	50,459	359
Flaxseed	170,900	41,005
Castor beans	8,959	11,306
Mango seed	71	4
Soybeans	67,179	52,766
Sesame seed	29,053	21,836
Other kinds	20,149	16,624

OIL SEEDS IMPORTED FOR CONSUMPTION.

	Tons	
April 1 to	June 30.	
Castor beans	4,167	
Copra	33,887	
Flaxseed	119,231	
Sesame seed	31,152	
Poppy seed	1,195	
Rapeseed	6,137	
Palm kernels	16,081	
Other oil seeds	19,762	

FATS AND OILS IMPORTED FOR CONSUMPTION, QUARTER ENDED JUNE 30, 1935.

	Lbs.	
Animal oils and fats, edible	4,475,096	
Whale oil	6,982,950	
Cod oil	7,133,040	
Cod-liver oil	10,390,140	
Other fish oil	342,840	
Wool grease	1,293,870	
Tallow, inedible	86,940,542	
Oleic acid or red oil	714,083	
Stearic acid	1,387,730	
Grease and oils, n.e.s. (value)	822,852	
Olive oil, edible	18,917,124	
Cottonseed oil	56,622,542	
Corn oil, edible	4,387,512	
Peanut oil, edible	39,411,130	
Sesame seed oil, edible	5,986,988	
Palm-kernel oil, edible	2,04,132	
Other edible vegetable oils	1,733,654	
Tung oil	26,942,192	
Cocoanut oil	92,180,976	
Palm oil	76,809,501	
Sulphur oil or olive foots	9,784,169	
Other olive oil, inedible	9,030,261	
Rapeseed (colza) oil	9,370,185	
Palm-kernel oil, inedible	18,841,960	
Sesame oil	6,803,795	
Soybean oil	55,098	
Sunflower seed oil, inedible	2,194,846	
Cornuba wax	1,248,672	
Other vegetable wax	1,064,209	
Linseed oil	29,051,095	
Perilla oil	10,529,442	
Other expressed oils, inedible	1,028,399	
Glycerin, crude	11,455	
Glycerin, refined		

EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED JUNE 30, 1935.

	Lbs.	
Oleo oil	2,069,044	
Olive stock	832,007	
Tallow, edible	16,773	
Lard	23,806,976	
Lard, neutral	353,258	
Oleo stearin	291,342	
Neat's-foot oil	194,142	
Other animal oils, inedible	1,294,273	
Fish oil	1,079,192	
Grease stearin	232,269	
Oleic acid or red oil	153,685	
Stearic acid	103,321	
Other animal greases and fats	1,689,653	
Cottonseed oil, crude	54,006	
Cottonseed oil, refined	1,341,472	
Cocoanut oil, crude	2,842,839	
Cocoanut oil, refined	114,833	
Corn oil	243,269	
Soybean oil	760,926	

Cooking fats other than lard	233,672
Other edible vegetable oils and fats	92,988
Linseed oil	171,005
Other expressed oils and fats, inedible	350,288
Vegetable soap stock	4,037,260
Glycerin	828,324

^{*Includes 9,036,324 pounds of crude and 38,624,579 pounds of refined imported for consumption during May and June. Separate figures for April are not available.}

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., August 15, 1935.

Cotton oil spots and futures have advanced rapidly past few days with hogs and lard. Bleachable demand active, with sellers indifferent. 10 1/2@10% lb. asked in small way loose, New Orleans. 9c lb. bid for crude f.o.b. mill all directions. Tight situation is expected for next four weeks or longer as increased consumption is drawing from decreased supply in hands of limited number.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., August 15, 1935.—Crude cottonseed oil 9@9 1/2c nominal; cottonseed meal \$20.25 f.o.b., Memphis, prompt shipment.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., August 14, 1935.

With the exception of August, cottonseed meal held steady throughout the day with principal interest confined to October and January, the former selling down to a new low of \$20.00 while January was held firmly at \$20.25. March selling also at that price. Trading interest was of a meagre character and volume suffered in consequence. Shipping demand which has improved during the past two weeks is reported to have slowed down, while mill offerings, especially from the Southeast, are plentiful. The close was unchanged to 60 cents lower on August. Cottonseed closed at unchanged prices.

VEGETABLE OIL EXPORTS

Exports of vegetable oils in June, 1935:

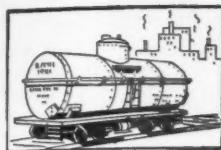
Lbs.	Value
184,788	\$24,762
3,000	428
3,500	428
1,365,520	69,978
1,174,682	53,723
273,701	19,332
145,354	11,421

Of the above, 1,258,319 lbs. of cocoanut oil, inedible, went to Canada.

253,672
62,986
171,006
350,286
2,037,280
828,534
38,624
umption
or April

OILS,
5.
Lbs.

353,617
81,756
22,790
1,382,763
68,420
2,788,863
153,482
78,286
811,588
377,618



Vegetable Oils

Weekly Market Review



Trade Active — Market Firm — July Consumption Better — Compound Trade Improving — Lard Strength Again Offset — Favorable Cotton Weather — Oil Carryover Much Smaller.

A much broader trade, a higher price range and a stronger undertone featured cottonseed oil futures at New York the past week. Outside absorption broadened with reports of improvement in cash oil and compound trade, strength in lard and the unusual discount for oil under lard. March oil established a new season's top.

While sentiment generally was more friendly, the bulges met considerable realization. As a result, oil was not as strong as might have been expected. For a time the market paid considerable attention to very high temperatures in parts of the South, and need of rain in some sections, but the hot weather subsequently gave way to cooler conditions, with showers in sections where needed.

Buying power did not readily follow the swells in oil. This induced the ring element to operate against the market at times. On the other hand, selling, while liberal in volume, was not pressed aggressively, and demand gradually lifted the surplus out of the pit.

July Consumption Up

July oil consumption exceeded expectations, totaling 237,100 bbls., against 158,163 bbls. in June and 313,165 bbls. in July last year. Season's consumption has been 3,196,000 bbls. against 3,040,000 bbls. the previous season. Carryover into the new season amounted to 1,242,500 bbls. against 1,876,700 bbls. the previous season.

Position of the market continues satisfactory notwithstanding the fact that consumption would have been much greater last season had it not been for imports of 45,000 bbls. in July and total imports during the season of some 328,000 bbls.

A cotton crop of 12,000,000 bales should produce around 2,700,000 bbls. of oil. Adding a carryover of 1,242,500 bbls., supplies would total approximately 3,942,000 bbls. Should consumption during the new season run approximately the same as last, carryover would be further reduced at end of the new season.

Conditions favor a consumption of average size, or better than 3,000,000 bbls. this season. The season starts out with oil at the unusual discount of 5% @ 6 1/4 c lb. under lard. There are possibilities that presidential powers

might be used to check undue cotton oil imports during the present season.

Crude Markets Dull

Crude markets have not been very active. Earlier in the week, Texas new crop crude was reported to have sold at 8 1/4 c and 8 3/4 c. Southeast crude, apparently old crop, sold at 8 1/4 c, and 8 3/4 c was bid in the Valley.

Reports circulated of a much better compound trade, and cash oil business was reported on a satisfactory scale. Lard stocks continue to decrease, and will continue to do so for some little time.

COCOANUT OIL—A steadier tone prevailed in this market at New York, but trade appeared moderate. Product was quoted at 3 1/2 @ 3 3/4 c.

CORN OIL—Demand was moderate at New York but prices were firmer. At New York crude was quoted at 8 1/4 c; refined, 10 1/4 @ 10 1/2 c.

SOYA BEAN OIL—Interest appeared routine, but market was firm at New York. Mills were quoting 7 @ 7 1/4 c, about 3/4 c better than recently.

PALM OIL—Demand appeared moderate, but market was steady at New York. Spot Nigre was quoted 4.20 @ 4.25 c; shipment Nigre, 3.90 c; Sumatra, 3 3/4 c nominal.

PALM KERNEL OIL—Interest was routine, but market was steady. Dutch oil for shipment was quoted at 4 1/4 c New York; German oil, 3.80 c.

OLIVE OIL FOOTS—Demand was fair and market steady at New York. Spot barrels were quoted at 8 1/4 @ 8 3/4 c; tanks, 8 c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Trade was moderate

and market steady at New York. Crude was quoted at 8 1/4 @ 9 1/2 c.

COTTONSEED OIL—Store oil supplies at New York are light and market was firm with futures. Demand was fair. Southeast crude 8 1/4 c sales; Valley, 8 1/4 c bid; Texas, 8 1/4 c nominal.

Market transactions at New York:

Friday, August 9, 1935.

	Value.	Range	Sales.	High.	Low.	Closing	Asked.
Spot						a	
Aug.	.....	.....	.....	.....	.....	960	a Bid
Sept.	51	985	970	985	970	985	a trad
Oct.	10	989	971	988	971	994	
Nov.	.....	.....	.....	975	975	995	
Dec.	17	981	960	981	960	981	a trad
Jan.	6	980	963	982	963	987	
Feb.	.....	.....	.....	980	980	1000	
Mar.	26	990	971	990	971	993	

Saturday, August 10, 1935.

Spot	.....	.....	.....	.....	.....	a	.....
Aug.	.....	.....	.....	.....	.....	975	a Bid
Sept.	8	998	994	998	994	997	a Bid
Oct.	14	1004	995	1003	995	1010	a 01tr
Nov.	.....	.....	.....	.....	.....	985	a 1005
Dec.	14	996	985	995	985	997	a trad
Jan.	14	1000	989	1000	989	1000	a trad
Feb.	.....	.....	.....	990	990	1010	
Mar.	6	1004	995	1004	995	1004	a trad

Monday, August 12, 1935.

Spot	.....	.....	.....	.....	.....	a	.....
Aug.	.....	.....	.....	.....	.....	975	a Bid
Sept.	13	990	985	986	985	990	a 990
Oct.	9	996	987	991	987	991	a trad
Nov.	.....	.....	.....	.....	.....	975	a 995
Dec.	9	990	983	980	983	984	
Jan.	9	990	985	983	985	989	
Feb.	.....	.....	.....	980	980	1000	
Mar.	18	994	991	990	990	994	

Tuesday, August 13, 1935.

Spot	.....	.....	.....	.....	.....	a	.....
Aug.	.....	.....	.....	.....	.....	975	a Bid
Sept.	7	995	993	990	993	994	
Oct.	28	1006	998	996	998	996	a 999
Nov.	.....	.....	.....	.....	.....	980	a 1000
Dec.	37	994	989	989	989	989	a trad
Jan.	4	996	993	990	993	995	
Feb.	.....	.....	.....	985	985	1000	
Mar.	41	1003	999	1000	999	1015	a 01tr

Wednesday, August 14, 1935.

Spot	.....	.....	.....	.....	.....	a	.....
Aug.	.....	.....	.....	.....	.....	995	a Bid
Sept.	20	1010	997	1008	997	1008	a trad
Oct.	27	1020	1000	1017	1000	1017	a trad
Nov.	.....	.....	.....	.....	.....	1010	a 1030
Dec.	67	1015	991	1007	991	1011	
Jan.	17	1018	994	1010	994	1013	
Feb.	.....	.....	.....	1005	1005	1020	
Mar.	22	1023	1000	1015	1015	1019	

Thursday August 15, 1935.

Sept.	.....	.....	.....	.....	.....	a	1050
Oct.	.....	.....	.....	.....	.....	1055	
Dec.	.....	.....	.....	.....	.....	1050	a 1051
Jan.	.....	.....	.....	.....	.....	1051	a 1056
Mar.	.....	.....	.....	.....	.....	1057	

(See page 34 for later markets.)

CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in June, 1935, totaled 199 tons valued at \$6,932. No cottonseed cake was exported during June.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)
Hull, England, Aug. 14, 1935—Refined cottonseed oil, 26s; Egyptian crude cottonseed oil, 23s 6d.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were stronger latter part of week, lard scoring daily maximum bulges of $\frac{1}{2}$ c lb. and going to new seasons' highs. Gains were maintained under outside absorption and some covering. Hogs were steady; top \$12.15. Chicago lard stocks during first half of August decreased 6,750,000 lbs. Reports of hog cholera in some sections bullishly construed.

Cottonseed Oil

Cotton oil trade was broad. Buying was general and selling largely profit taking. Market was aided by lard strength. Favorable weather in South was ignored; crude, 9c lb. bid.

Quotations on bleachable cottonseed oil Friday noon were: Sept., \$10.55@10.58; Oct., \$10.61; Dec., \$10.58; Jan., \$10.56@10.60; Mar., \$10.62@10.65.

Tallow

Tallow, extra, 6 $\frac{1}{4}$ c f.o.b.

Stearine

Stearine, 10 $\frac{1}{4}$ c plants.

Friday's Lard Markets

New York, August 16, 1935.—Prices are for export; no tax. Lard, prime western, \$18.00@18.10; middle western, \$18.00@18.10 (including tax); city, nominal; refined Continent, 18 $\frac{1}{4}$ c; South American, 18 $\frac{1}{2}$ c; Brazil kegs, 18 $\frac{1}{2}$ c (including tax); compound, 13c in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, August 15, 1935.

General provision market fair; very good demand for hams; poor demand for lard but expect improvement soon.

Thursday's prices were: Hams, American cut, 106s; hams, long cut, unquoted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumbertons, unquoted; Canadian Wiltshires, 78s; Canadian Cumbertons, 78s; spot lard, 78s 6d. Later cables indicate a higher spot lard price than this.

LIVERPOOL PROVISION PRICES

Prices for 100 lbs. of quality product at Liverpool on July 31, 1935, with comparisons were as follows:

	July 31, 1935	July 24, 1934	Aug. 1, 1934
American green bellies.....	nom. \$13.62	\$15.62	
Danish Wiltshire sides.....	\$20.27	20.37	18.73
Canadian green sides.....	17.82	17.55	17.16
American short green hams.....	21.92	21.11	21.61
American refined lard.....	15.99	14.88	6.06

HOGS TO REACH PARITY PRICE

Hog prices during August will probably reach and may possibly exceed parity levels for the first time, according to predictions made by AAA officials late last week. Exact figures will not be available until after August 15, when average farm prices for hogs are collected. AAA officials said that rising prices in Midwest hog markets indicated parity prices would be reached. The farm price of hogs on July 15 was \$8.40 a cwt. and the parity price was \$9.10.

CROP CONTROL EFFECTS

American lard has been almost eliminated by lower-priced Dutch product in the Panama market. Formerly this country supplied about 75 per cent of the lard and cooking oil imported into Panama. Probably not more than 10 to 15 per cent of 1935 requirements will be of American origin.

Beef market in Newfoundland is reported firm, with smaller imports than in 1934 by the Department of Commerce. It is claimed that English beef is now cheaper than beef from New York. Market for pork is erratic and trade is purchasing only immediate requirements.

NEW YORK BEEF IMPORTS

(Special Wire to The National Provisioner.)

New York, Aug. 16, 1935.

Sample shipment of 300 sets of steer loins and ribs from New Zealand was divided equally between New York and Boston this week. They sold at 15 $\frac{1}{2}$ @16 $\frac{1}{2}$ c. South America sent 10,198 lbs. of jerked beef and approximately 775,000 lb. of canned meat to New York during the week ended August 15. Only 10,274 lbs. of fresh beef came in from Canada. About 235,000 lbs. of New Zealand edible tallow was unloaded.

A shipment of 100,513 lbs. of D. S. bellies from Brazil was a feature of the weekly movement through the port.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reported imports during July, 1935:

Bacon (including shoulders) cwt.....	15,630
Hams, cwt.....	37,470
Lard, tons.....	322

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwt.	Hams, cwt.	Lard, tons.
July, 1935	3,469	10,750	151
June, 1935	5,070	7,492	116
July, 1934	4,904	10,894	358

See Classified Pages for bargains.

N. Y. FUTURES HIDE PRICES

Saturday, Aug. 10, 1935—No session. Monday, Aug. 12, 1935—Close: Sept. 10.43@10.45; Dec. 10.78 sale; Mar. 11.10@11.12; June 11.40n; sales 115 lots. Closing 15@18 higher.

Tuesday, Aug. 13, 1935—Close: Sept. 10.35@10.39; Dec. 10.66@10.70; Mar. 11.00@11.04; June 11.30n; sales 79 lots. Closing 8@12 lower.

Wednesday, Aug. 14, 1935—Close: Sept. 10.53@10.55; Dec. 10.86@10.88; Mar. 11.20 sale; June 11.50n; sales 46 lots. Closing 18@20 higher.

Thursday, Aug. 15, 1935—Close: Sept. 10.48@10.52; Dec. 10.81 sale; Mar. 11.13 sale; June 11.43n; sales 89 lots. Closing 5@7 lower.

Friday, Aug. 16, 1935—Close: Sept. 10.49@10.50; Dec. 10.83@10.86; Mar. 11.15n; June 11.45n; sales 34 lots. Closing 1@2 higher.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Aug. 9, 1935, with comparisons, are reported as follows:

	PACKER	HIDES	
	Week ended Aug. 9.	Prev. week.	Cor. week. 1934.
Spr. nat. stra.	13 @13 $\frac{1}{4}$	13 @13 $\frac{1}{4}$	8 @ 9 $\frac{1}{2}$
Hvy. nat. stra.	13 @13	13 @13	8 @ 8 $\frac{1}{2}$
Hvy. Tex. stra.	13 @13	13 @13	8 @ 7 $\frac{1}{2}$
Hvy. butt brnd'd stra.	13 @13	13 @13	8 @ 7 $\frac{1}{2}$
Hvy. Col. stra.	12 $\frac{1}{2}$ @12 $\frac{1}{2}$	12 $\frac{1}{2}$ @12 $\frac{1}{2}$	8 @ 7
Ex-light Tex. stra.	10 @10	10 @10	6 @ 6
Brnd'd. cows.	10 @10	10 @10	6 @ 6
Hvy. nat. cows.	11 @10 $\frac{1}{2}$	11 @10 $\frac{1}{2}$	6 @ 6
Lt. nat. cows.	10 @9 $\frac{1}{2}$	9 @9 $\frac{1}{2}$	6 @ 6
Nat. bulls.	9 @9 $\frac{1}{2}$	9 @9 $\frac{1}{2}$	6 @ 6
Brnd'd. bulls.	8 @8 $\frac{1}{2}$	8 @8 $\frac{1}{2}$	4 @ 4 $\frac{1}{2}$
Calfskins	15 @19 $\frac{1}{2}$	15 @19 $\frac{1}{2}$	7 @ 10
Kips. nat.	13 1/2n	13 @13	8 @ 8 $\frac{1}{2}$
Kips. ov-wt. 11 $\frac{1}{2}$ @12n	11 @11	7 @ 7 $\frac{1}{2}$	6 @ 6 $\frac{1}{2}$
Kips. brnd'd. 10 $\frac{1}{2}$ @10 $\frac{1}{2}$	10 @10	10 @10	6 @ 6 $\frac{1}{2}$
Slunks. reg. 75 @85	85 @80n	80n @80n	45 @40n
Slunks. hrs. 30 @40	35 @45	45 @45	20 @20n
Light native. butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts. 9 $\frac{1}{2}$ @ 9 $\frac{1}{2}$ n	9 $\frac{1}{2}$ @ 9 $\frac{1}{2}$ n	6 $\frac{1}{2}$ @ 6 $\frac{1}{2}$ n
Branded 9 @ 9 $\frac{1}{2}$ n	9 @ 9 $\frac{1}{2}$ n	6 @ 6
Nat. bulls. 8 $\frac{1}{2}$ n	8 $\frac{1}{2}$ n 4 $\frac{1}{2}$ @ 5n	6 @ 5
Brnd'd. bulls. 7 $\frac{1}{2}$ n	7 $\frac{1}{2}$ n @ 7 $\frac{1}{2}$ n	4 @ 4
Calfskins	12 @15 $\frac{1}{2}$	6 $\frac{1}{2}$ @ 7 $\frac{1}{2}$ n
Kips. nat. 11 $\frac{1}{2}$ @12n	11 @11 $\frac{1}{2}$	7 @ 7 $\frac{1}{2}$ n
Slunks. reg. 70 @80n	70 @80n	30 @40n
Slunks. hrs. 25 @35n	25 @35n	20 @30n

COUNTRY HIDES.

Hvy. steers.	7 @ 7 $\frac{1}{2}$	6 $\frac{1}{2}$ @ 6 $\frac{1}{2}$	4 @ 4 $\frac{1}{2}$
Hvy. cows.	6 $\frac{1}{2}$ @ 7	6 $\frac{1}{2}$ @ 6 $\frac{1}{2}$	4 @ 4 $\frac{1}{2}$
Bulls.	7 $\frac{1}{2}$ @ 7 $\frac{1}{2}$	7 @ 7 $\frac{1}{2}$	5 @ 5 $\frac{1}{2}$
Extremes.	5 @ 5 $\frac{1}{2}$	5 @ 5 $\frac{1}{2}$	2 $\frac{1}{2}$ @ 2 $\frac{1}{2}$
Bulls.	5 @ 5 $\frac{1}{2}$	5 @ 5 $\frac{1}{2}$	5 @ 5 $\frac{1}{2}$
Calfskins.	9 $\frac{1}{2}$ @10	9 $\frac{1}{2}$ @10	5 @ 5 $\frac{1}{2}$
Kips.	8 @ 8	8 @ 8	5 @ 5 $\frac{1}{2}$
Light calf. 50 @60n	50 @60n	20 @30n	
Deacons. 50 @60n	50 @60n	20 @30n	
Slunks. reg. 35 @50n	35 @50n	20 @30n	
Slunks. hrs. 10 @15n	10 @15n	5 @ 5 $\frac{1}{2}$	
Horsehides	3.25 @3.65	3.25 @3.75	2.35 @2.90

SHEEPSKINS.

Pkr. lambs. 1.15 @1.30	1.20 @1.35	65 @ 80
Sml. pkr.		
lambs. 75 @85	75 @90	35 @45
pkr. shearlings. 55 @57 $\frac{1}{2}$	55 @57 $\frac{1}{2}$	35 @45
Dry pelts. 14 @14 $\frac{1}{2}$	13 $\frac{1}{2}$ @14 $\frac{1}{2}$	10 @11

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Aug. 16, 1935, show exports from that country were as follows: To the United Kingdom, 96,504 quarters; to the Continent, 15,570 quarters. Exports the week ending Aug. 9 were: To England, 75,285 quarters; to the Continent, 82,094 quarters.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—There was a fairly good movement of packer hides this week, with a half-cent advance paid for current salting extreme light native steers and heavy native cows, while light native cows moved in a limited way late this week at a quarter-cent up.

Scattered trading throughout week accounted for about 40,000 hides; in addition, about 36,000 more moved at close of last week, involving mostly steers at steady prices. There was also a good movement by outside packers of late winter salting hides, with differentials in prices according to date of take-off, upwards of 60,000 hides involved.

Packers now declining bids at the $\frac{1}{4}$ c advance for light cows, and steady price for branded cows, preferring to move these in combination with slower moving branded steers, which are offered at steady prices.

At close of last week, 2,500 Feb. Mar. native steers sold at $11\frac{1}{2}$ c, and 3,500 July at $13\frac{1}{2}$ c; 4,300 June-Julys sold later at $13\frac{1}{2}$ c; and 1,200 all light Jan. natives at $11\frac{1}{2}$ c; offerings of Jan. to Apr. take-off held at $12\frac{1}{2}$ c for straight weights; $13\frac{1}{2}$ c obtainable for current salting. Packers sold 4,000 July-Aug. extreme light native steers at $11\frac{1}{2}$ c, or $\frac{1}{2}$ c up; Association sold a car Aug. same basis.

One lot of 1,500 July-Aug. butt brands sold at $13\frac{1}{2}$ c; possibly more moved same basis. About 15,000 Colorados in all sold at $12\frac{1}{2}$ c and more offered. Total of 12,000 heavy Texas steers sold at $13\frac{1}{2}$ c. Light Texas steers offered at $12\frac{1}{2}$ c. Extreme lights last sold at $10\frac{1}{2}$ c and cleaned up.

A car June-July heavy native cows sold late last week at $10\frac{1}{2}$ c; 800 July sold later at $10\frac{1}{2}$ c; 4,400 moved at $11\frac{1}{2}$ c, or $\frac{1}{2}$ c up, and 2,000 Milwaukees at $11\frac{1}{2}$ c for July-Aug. and $10\frac{1}{2}$ c for June. One packer sold 4,300 June light native cows at $10\frac{1}{2}$ c; Association sold 2,000 Aug. late this week at $10\frac{1}{2}$ c, and packers now ask $10\frac{1}{2}$ c for current hides. Total of 9,000 branded cows moved at $10\frac{1}{2}$ c and declined for more.

Two packers sold 2,300 June forward native bulls at $9\frac{1}{2}$ c, steady.

An outside packer also sold 6,000 light native cows at $10\frac{1}{2}$ c for July and $10\frac{1}{2}$ c for June, washed hides. Another outside packer moved 30,000 winter take-off, Nov. to Apr., at $12\frac{1}{2}$ c for native steers, $9@9\frac{1}{2}$ c for light cows, and $8\frac{1}{2}$ c for branded cows. Another lot of 20,000 outside hides, late winter take-off, also moved.

SMALL PACKER HIDES—Chicago small packer all-weights of current quality nominal at $9\frac{1}{2}$ @ $9\frac{1}{2}$ c for natives, $\frac{1}{2}$ c less branded. Outside small packer lots, recent take-off, sold early this week at $8\frac{1}{2}$ c, selected, f.o.b. shipping point, for natives, but offerings scarce later at $9\frac{1}{2}$ c.

PACIFIC COAST—Bids of $10\frac{1}{2}$ c for July steers and $8\frac{1}{2}$ c for cows declined, with last trading in mostly June take-off at $10\frac{1}{2}$ c and 8c, flat, f.o.b. Los Angeles.

FOREIGN WET SALTED HIDES—South American market rather quiet. A pack of 4,000 Argentine frigorifico steers sold early at 67 pesos, equal to $11\frac{1}{2}$ c, c.i.f. New York, as against 66 pesos or about 11c last week.

COUNTRY HIDES—A little more activity is apparent in country hides, but buyers are slow to pay any advances. Supplies of country hides are reported plentiful throughout country, but holders are rather firm in their views. All-weights around 47-lb. average quoted $7\frac{1}{2}$ @ $7\frac{1}{2}$ c, some talking $7@7\frac{1}{2}$ c, selected, delivered, trimmed basis. Heavy steers and cows generally quoted $6\frac{1}{2}$ @7c, but hard to find offerings of steers alone under $7\frac{1}{2}$ @ $7\frac{1}{2}$ c. Buff weights sold at $7\frac{1}{2}$ c and $7\frac{1}{2}$ c asked. Some quote extremes $7\frac{1}{2}$ @8c, but sales reported at 8c. Bulls around $5@5\frac{1}{2}$ c; glues slow at $4\frac{1}{2}$ c. All-weight branded about $5\frac{1}{2}$ c, flat, less Chicago freight.

CALFSKINS—Packers about cleaned up their July calf in the movement last week, with last sales at $19\frac{1}{2}$ c for northern point heavies, 18c for River point heavies, and 15c for regular point lights. No action as yet on August calf.

Bidding 12c for Chicago city 8/10-lb. calf, with last sale at this figure; last confirmed sale of 10/15-lb. was $15\frac{1}{2}$ c; bidding 15c at present and, although some think quiet sales were made at 15c, nothing was confirmed, and offerings now held at $15\frac{1}{2}$ c. Outside cities, 8/15-lb., quoted $13\frac{1}{2}$ @ $13\frac{1}{2}$ c; mixed cities and countries $11@11\frac{1}{2}$ c; straight countries $9\frac{1}{2}$ @ 10 c. Chicago city light calf and deacons last sold at 95c, previous week.

KIPSKINS—Packer July kipskins fairly well cleaned up earlier and nothing done yet on August take-off. Last quiet sale reported equal to about $13\frac{1}{2}$ c for northern natives, with northern over-weights quotable around $12\frac{1}{2}$ c, southerns a cent less; branded $10\frac{1}{2}$ @ $10\frac{1}{2}$ c nom.

Chicago city kipskins last sold at $11\frac{1}{2}$ c. Outside cities quoted $11\frac{1}{2}$ @ $11\frac{1}{2}$ c; mixed cities and countries $9@9\frac{1}{2}$ c; straight countries about 8c.

Packer July regular slunks offered at 85c, with buyers' ideas 75@80c.

HORSEHIDES—Market about steady, with good city renderers quoted $8.50@8.65$, selected, with full manes and tails; mixed city and country lots $8.25@8.40$.

SHEEPSKINS—Dry pelts quoted around 14c, delivered Chicago, for full wools; some quote $14\frac{1}{2}$ c. Shearlings quiet, with production very light and market quoted on basis of last sales, $55@57\frac{1}{2}$ c for No. 1's, 40c for No. 2's, and 20c for clips. Tanners well supplied with raw stock and awaiting movement of finished leather in volume, which delays trading on skins. Pickled skins slow but production very light and some quoting firmer at $4.37\frac{1}{2}$ c per doz., while others quote $4.25@4.37\frac{1}{2}$ c. Packer spring lambs steady at $8.45@8.50$ per cwt. live lamb, or $8.15@8.20$ each; outside small packer lambs around 8.00 per cwt. live lamb, or $7.50@8.50$ each.

New York

PACKER HIDES—New York packers moved their July production earlier, at 13c for native and butt branded steers and $12\frac{1}{2}$ c for Colorados, and declined bids on this basis for August take-off. Late this week, $13\frac{1}{2}$ c reported available for August natives.

CALFSKIN—Calfskin market firmed up a trifle this week. Collectors sold total of 15,000 skins, 5-7's at 8.10 and 7-9's at 8.60 , both 5c over last prior sale; and 9-12's at 8.40 or 10c up. Packers moved a few 9-12's earlier at 8.55 , or 5c advance, with last sales of 5-7's at 8.25 and 7-9's at 8.75 , and higher asked.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended August 10, 1935, were 3,868,000 lbs.; previous week, 2,818,000 lbs.; same week last year, 3,956,000 lbs.; from January 1 to August 10 this year, 157,670,000 lbs.; same period a year ago, 140,808,000 lbs.

Shipments of hides from Chicago for the week ended August 10, 1935, were 3,054,000 lbs.; previous week, 3,562,000 lbs.; same week last year, 3,581,000 lbs.; from January 1 to August 10 this year, 192,060,000 lbs.; same period a year ago, 175,837,000 lbs.

WEEKLY HIDE IMPORTS

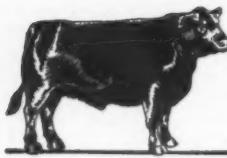
Imports of cattle hides at leading U. S. ports for week ended August 10:

Week ending	New York.	Boston.	Phila.
Aug. 10, 1935	22,609	.....	.....
Aug. 3, 1935	72,449	.....	.....
July 27, 1935	98,126	.....	1,000
July 20, 1935	86,110	.....	.....
Total 1935	986,347	29,478	16,281
Aug. 11, 1934	5,267	.....	475
Aug. 4, 1934	26,597	.....	.....
	571,720	27,186	40,238

Total so far: 1935—1,082,106.* 1934—639,144.*

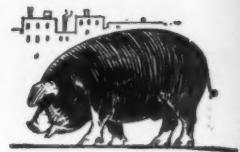
*Does not include Imports at Norfolk.

See "Wanted" Page for bargains.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, August 15, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. lt. (140-160 lbs.) gd-ch. \$11.40@11.90 \$11.10@11.75 \$10.10@11.50 \$11.10@11.60 \$11.25@11.85

Medium 10.85@11.60 10.60@11.60 9.60@11.00 10.60@11.25 10.60@11.50

Lt. wt. (160-180 lbs.) gd-ch. 11.60@12.15 11.60@12.00 11.00@11.80 11.40@11.90 11.50@11.90

Medium 11.25@11.90 11.10@11.90 10.25@11.65 11.00@11.65 10.75@11.60

(180-200 lbs.) gd-ch. 11.90@12.10 11.95@12.10 11.60@11.90 11.70@12.00 11.60@12.00

Medium 11.40@11.95 11.50@11.95 11.25@11.75 11.55@11.85 10.85@11.60

Med. wt. (200-220 lbs.) gd-ch. 11.95@12.20 11.90@12.10 11.75@11.90 11.75@12.00 11.60@12.00

(220-250 lbs.) gd-ch. 11.80@12.20 11.75@12.00 11.75@12.00 11.75@12.00 11.50@11.90

Hvy. wt. (250-290 lbs.) gd-ch. 11.50@12.15 11.40@11.80 11.40@11.80 11.60@12.00 11.10@11.75

(290-350 lbs.) gd-ch. 11.15@11.90 11.00@11.55 10.90@11.55 11.25@11.65 10.85@11.50

PACKING SOWS:

(275-350 lbs.) good 10.50@10.85 10.40@10.75 10.60@10.85 10.50@10.75 10.40@10.60

(350-425 lbs.) good 10.40@10.75 10.25@10.60 10.50@10.75 10.35@10.65 10.15@10.50

(425-550 lbs.) good 10.25@10.65 9.90@10.40 10.25@10.60 10.10@10.50 10.00@10.25

(275-550 lbs.) medium 9.85@10.50 9.25@10.35 9.25@10.50 9.50@10.50 9.50@10.40

SLAUGHTER PIGS:

(100-140 lbs.) gd-ch. 10.25@11.60 9.75@11.15 10.00@11.25 11.00@11.75

Medium 9.00@11.40 8.50@11.00 8.75@10.75 10.40@11.25

Av. cont & wt. Wed. (pigs ex.) 11.12-277 lbs. 11.60-203 lbs. 11.07-273 lbs. 11.60-226 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:

(550-900 lbs.) choice 10.75@12.25 10.25@11.75 9.75@11.50 9.50@11.50 10.15@11.50

Good 9.50@11.75 8.75@11.00 9.00@11.00 8.50@10.50 8.90@11.00

Medium 7.25@ 9.75 6.75@ 9.25 7.25@ 9.25 6.50@ 9.50 7.15@ 9.40

Common 5.25@ 7.50 5.50@ 6.75 4.75@ 7.25 4.50@ 6.50 5.00@ 7.25

STEERS:

(900-1,100 lbs.) choice 11.75@12.50 11.00@12.00 11.00@11.75 10.50@11.75 11.00@11.85

Good 9.75@12.00 9.25@11.25 9.25@11.25 9.50@10.85 9.40@11.00

Medium 7.50@10.00 6.75@ 9.50 7.25@ 9.50 6.50@ 9.50 7.25@ 9.40

Common 5.75@ 7.75 5.75@ 7.00 5.00@ 7.50 5.00@ 7.00 5.25@ 7.25

STEERS:

(1,100-1,300 lbs.) choice 12.00@12.75 11.25@12.25 11.25@12.00 10.85@11.75 11.00@11.85

Good 10.00@12.00 9.50@11.25 9.50@11.25 9.50@10.85 9.25@11.00

Medium 7.75@10.25 7.00@ 9.50 7.50@ 9.50 7.00@ 9.50 7.25@ 9.40

STEERS:

(1,300-1,500 lbs.) choice 12.00@12.75 11.25@12.00 11.25@12.00 10.85@11.75 10.75@11.50

Good 10.25@12.00 9.50@11.25 9.50@11.25 9.50@10.85 9.15@11.00

HEIFERS:

(550-750 lbs.) choice 11.00@11.75 9.75@10.75 9.75@10.75 9.25@10.75 9.65@10.75

Good 9.50@11.00 8.50@ 9.75 8.50@ 9.75 8.25@10.00 8.15@10.00

Common 5.00@ 9.75 4.50@ 8.50 4.50@ 8.75 4.50@ 8.50 4.50@ 8.50

HEIFERS:

(750-900 lbs.) gd-ch. 9.75@11.75 8.75@11.00 8.50@10.75 8.50@10.85

Com-med. 5.00@ 9.75 4.75@ 8.75 4.75@ 8.50 4.75@ 8.65

COWS:

Good 6.50@ 7.25 5.50@ 6.50 6.00@ 6.75 5.50@ 6.50 5.85@ 6.65

Com-med. 4.50@ 6.50 4.00@ 5.50 4.25@ 6.00 4.00@ 5.50 4.00@ 5.85

Low-cut-cut 3.00@ 4.50 2.75@ 4.00 3.25@ 4.25 2.75@ 4.00 3.00@ 4.15

BULLS: (Yrs. Ex.) (Beef)

Good 6.00@ 7.00 5.75@ 6.25 5.60@ 6.25 5.50@ 6.00 5.50@ 6.25

Cut-med. 4.50@ 6.25 4.00@ 5.75 4.25@ 5.60 3.75@ 5.50 3.85@ 5.75

VEALERS:

Gd-ch. 9.00@10.25 7.50@ 8.75 7.00@ 9.00 7.00@ 8.50 7.50@ 9.00

Medium 7.50@ 9.00 6.25@ 7.50 6.00@ 7.00 5.00@ 7.00 6.50@ 7.50

Cul-com. 5.00@ 7.50 3.00@ 6.25 4.00@ 6.00 3.50@ 5.00 4.00@ 6.50

CALVES:

(250-500 lbs.) gd-ch. 7.25@10.00 6.50@ 9.25 6.50@ 9.00 5.75@ 8.25 7.00@ 9.75

Com-med. 4.00@ 7.25 3.50@ 6.50 4.00@ 6.50 3.50@ 6.25 4.50@ 7.00

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down) gd-ch.* 8.25@ 9.10 8.15@ 9.00 8.15@ 8.75 8.25@ 8.85 8.00@ 8.75

Com-med. 6.25@ 8.25 5.00@ 8.25 6.00@ 8.15 5.50@ 8.25 5.75@ 8.00

YEARLING WETHERS:

(90-110 lbs.) gd-ch. 6.10@ 7.25 6.00@ 6.75 5.75@ 6.40 5.75@ 6.50 5.75@ 6.50

Medium 5.50@ 6.25 5.25@ 6.15 5.00@ 5.75 5.00@ 5.75 5.00@ 5.75

EWES:

(90-120 lbs.) gd-ch. 3.00@ 3.75 2.50@ 3.50 2.25@ 3.25 2.25@ 3.25 2.50@ 3.25

(120-150 lbs.) gd-ch. 2.60@ 3.60 2.00@ 3.25 1.75@ 3.00 2.00@ 3.00 1.75@ 3.25

(All weights) com-med. 1.75@ 3.00 1.00@ 2.50 1.00@ 2.25 1.25@ 2.25 1.00@ 2.50

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, Aug. 15, 1935.

Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota are 35@45c, spots 50c, higher, compared with last week's close. Late sales good to choice 180- to 250-lb. truck hogs, \$11.35@11.75; best, 200 to 220 lbs., mostly \$11.50@11.75, few \$11.85; rail deliveries, \$11.85@11.95, few \$12.00; 250- to 290-lb. truck hogs, \$11.10@11.65; 290 to 350 lbs., \$10.60@11.30; better grade 160 to 180 lbs., \$11.10@11.65; 140- to 160-lb., \$10.45@11.10; good light packing sows, \$10.15@10.50; medium and heavyweights, \$9.70@10.25.

Receipts week ended August 15, 1935:

	This week.	Last week.
Friday, August 9	11,300	11,400
Saturday, August 10	12,400	10,300
Monday, August 12	19,700	18,400
Tuesday, August 13	6,900	6,300
Wednesday, August 14	7,200	5,300
Thursday, August 15	7,100	6,600

CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock prices, Aug. 8, 1935:

BUTCHER STEERS.	Up to 1,050 lbs.	
		Aug. 8, 1935.
		Last week.
		Same week, 1934.
Toronto	\$ 7.00	\$ 6.50
Montreal	6.25	6.50
Winnipeg	6.00	7.00
Calgary	4.75	4.50
Edmonton	4.50	5.75
Prince Albert	4.50	2.75
Moose Jaw	4.50	5.00
Saskatoon	4.50	4.75

VEAL CALVES.		
Toronto	\$ 8.00	\$ 8.00
Montreal	6.50	6.50
Winnipeg	5.75	5.00
Calgary	4.50	4.00
Edmonton	4.00	4.00
Prince Albert	2.50	2.50
Moose Jaw	4.50	4.00
Saskatoon	3.50	4.00

SELECT BACON HOGS.		
Toronto	\$10.35	\$10.60
Montreal	10.50	10.50
Winnipeg	9.50	9.70
Calgary	9.25	9.25
Edmonton	9.35	9.25
Prince Albert	9.30	7.70
Moose Jaw	9.45	7.25
Saskatoon	9.10	9.30

GOOD LAMBS.		
Toronto	\$ 8.00	\$ 8.50
Montreal	6.50	7.00
Winnipeg	5.25	6.00
Calgary	5.75	5.75
Edmonton	5.50	5.50
Prince Albert	4.25	4.50
Moose Jaw	4.50	5.50
Saskatoon	4.75	5.00

How is your pork cutting floor laid out and operated? Read "PORK PACKING," The National Provisioner's latest book for valuable pointers.

RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended Aug. 10, 1935:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 10.	176,000	181,000	260,000
Previous week	158,000	192,000	298,000
1934	569,000	416,000	282,000
1933	200,000	475,000	332,000
1932	175,000	423,000	352,000
1931	202,000	387,000	426,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 10.	146,000		
Previous week	162,000		
1934	350,000		
1933	383,000		
1932	348,000		
1931	343,000		
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 10.	127,000	122,000	153,000
Previous week	111,000	138,000	166,000
1934	438,000	309,000	177,000
1933	160,000	339,000	211,000
1932	132,000	300,000	213,000
1931	157,000	306,000	329,000

U. S. INSPECTED HOG KILL

Inspected hog kill at 8 points during the week ended Friday, August 9, 1935:

	Week ended	Prev. week.	Cor. week.
	Aug. 9.	Aug. 9.	1934.
Chicago	39,265	51,594	122,124
Kansas City, Kans.	16,570	18,014	38,524
Omaha	16,007	15,472	37,422
St. Louis & East St. Louis	20,674	26,661	37,204
Sioux City	11,239	14,062	29,892
St. Joseph	8,553	8,657	25,930
St. Paul	8,211	11,686	20,180
N. Y., Newark and J. C.	21,267	22,525	34,486
Total	137,125	168,578	345,702

NEW YORK LIVESTOCK

Receipts of livestock at New York markets for the week ended Aug. 10, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,608	9,923	3,691	33,431
Central Union	1,243	1,056	18,724	
New York	153	3,841	7,096	5,748
Total	6,004	14,820	10,787	52,903
Previous week	4,966	15,024	10,753	55,465
Two weeks ago	4,507	12,183	10,502	54,341

PACIFIC COAST LIVESTOCK

Livestock receipts for five-day period ended Aug. 10, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,408	1,691	837	4,914
San Francisco	1,325	150	2,400	2,800
Portland	3,075	310	2,100	3,600
DIRECTS—Los Angeles: Cattle, 78 cars; hogs, 50 cars; sheep, 96 cars. San Francisco: Cattle, 15 head; calves, 150 head; hogs, 300 head; sheep, 1,800 head.				

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be marketed show little difference in distribution among different weight groups from distribution shown by similar reports a year ago. Proportion over 1,100 lbs. was a little larger and proportion under 1,100 lbs. was correspondingly smaller than reported a year ago.

Reports from feeders giving number of stocker and feeder cattle they expected to buy during next 5 months of 1935 and number bought during corresponding period in 1934 show that as of August 1 they expected to buy considerably more cattle this year than they bought last. Largest indicated increases were in western corn belt, and especially in states west of Missouri River, where cattle feeding has been on a greatly reduced scale for past year as a result of the 1934 drought. In areas where prospects for corn production in 1935 were rather uncertain about August 1, many intended purchases were conditional on favorable outcome of this crop.

Shipments of stocker and feeder cattle, inspected at stock yards markets, into corn belt states during first 6 months of 1935 were relatively large, being over 20 per cent larger than during first half of 1934, and the largest for the period since 1930. All of the increase over last year was in number shipped into eastern corn belt. This number was twice as large as during first 6 months of 1934, and the largest for the period in 16 years.

The estimated number of cattle on feed August 1, 1935, as a percentage of the number a year earlier in the different states is as follows:

Ohio	110	Iowa	70
Ind.	112	Mo.	55
Ill.	93	S. Dak.	80
Mich.	95	Neb.	50
Wis.	95	Kans.	55
Minn.	80	Corn Belt (w/g't'd)	71.5

VISCERA TAX REFUND

(Continued from page 15.)

April 1, to November 1, 1934, will now be possible under a new policy of the U. S. Bureau of Internal Revenue.

Processing tax regulations now in effect provide for a tax deduction for

condemned viscera sets on basis of 5 per cent of live weight, extended at a conversion factor of .50, equivalent to an allowance against the tax of 2 1/2 per cent of live weight. From April 1 to November 1, 1934, processors were permitted to deduct for actual weight of parts condemned. Where actual weights of viscera sets were not obtainable the Bureau had indicated it would disallow all deductions. The practice of the Bureau will now be:

When the weight of the edible portions of condemned viscera sets, from hogs slaughtered during months of April to October, 1934, both inclusive, was not obtainable by actual weighing, and records of a Federal, State, county or municipal inspector show number of whole viscera sets condemned, it has been decided to permit deductions to be taken in following manner:

Number of viscera sets condemned, as shown by inspector's records, may be multiplied by 5 per cent of average weight of hogs put in process during the month, and resultant figure multiplied by 132 per cent. Final figures thus determined may be considered as the allowable deduction.

CORN-HOG PAYMENTS GO ON

Farmers whose corn-hog contracts have been accepted by the government will be paid "to the full extent of their compliance," said Claude H. Wickard, chief of the AAA corn-hog section, at a gathering of Illinois committeemen at Springfield, Ill. Wickard was principal speaker at a meeting to explain the effect of recent federal court decisions holding the hog processing tax invalid.

"I want to assure those farmers who have had their corn-hog contracts accepted," said Wickard, "that they will be paid to the full extent of their compliance just as those who complied in the past were paid."

Recent reports reveal that processing tax collections in July totaled \$19,091,966 while \$24,161,611 was paid out in benefits. Benefit payments have exceeded tax collections during each of the seven months of 1935.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 15 centers for the week ended August 10, 1935.

CATTLE.		Week ended Aug. 10.	Prev. week.	Over week.
Chicago	24,229	21,924	52,901	1804
Kansas City	28,511	22,518	57,766	1804
Omaha	11,577	10,881	39,900	1804
East St. Louis	20,988	17,174	21,352	1804
St. Joseph	7,997	6,280	19,671	1804
Sioux City	6,548	5,516	27,060	1804
Wichita	3,146	2,513	3,438	1804
Philadelphia	2,354	2,183	1,826	1804
Indianapolis	1,958	1,715	1,021	1804
New York & Jersey City	6,540	6,328	8,966	1804
Oklahoma City	10,977	7,083	15,958	1804
Cincinnati	3,486	3,185	6,065	1804
Denver	3,421	4,065	12,558	1804
St. Paul	8,432	8,025	20,147	1804
Milwaukee	2,229	2,518	1,388	1804
Total	143,033	121,838	330,112	1804

HOGS.

Chicago	32,265	42,821	100,847
Kansas City	16,370	18,018	38,524
Omaha	11,839	14,996	32,541
East St. Louis	12,488	17,704	23,975
St. Joseph	6,066	8,384	23,519
Sioux City	8,808	16,056	31,760
Wichita	2,758	2,154	5,261
Philadelphia	6,776	6,068	14,961
Indianapolis	6,517	5,571	13,029
New York & Jersey City	25,927	22,673	30,971
Oklahoma City	3,750	3,604	6,570
Cincinnati	7,726	5,758	10,671
Denver	3,258	2,709	7,676
St. Paul	6,152	7,800	16,519
Milwaukee	2,852	4,480	8,746
Total	150,538	179,455	365,596

SHEEP.

Chicago	34,296	40,705	35,514
Kansas City	10,437	13,763	16,979
Omaha	24,579	26,157	26,688
East St. Louis	14,010	17,175	9,722
St. Joseph	19,438	23,991	18,740
Sioux City	5,206	5,603	12,715
Wichita	1,532	2,008	1,299
Philadelphia	7,652	6,142	6,942
Indianapolis	3,943	2,846	3,267
New York & Jersey City	66,221	60,104	70,445
Oklahoma City	2,786	2,526	1,362
Cincinnati	6,295	14,716	5,069
Denver	4,545	5,188	2,268
St. Paul	18,490	15,727	17,573
Milwaukee	1,475	1,404	1,328
Total	221,505	234,345	229,598

CANADIAN BRANDED BEEF

Sales of branded beef in Canada during June, 1935, totaled 3,312,501 lbs., those for the same month in 1934 being 3,497,747 lbs. Sales of the first or red brand in June, 1935, amounted to 1,162,803 lbs. and those of the blue or second brand, 2,149,698 lbs.

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so the meats can look
their very best.

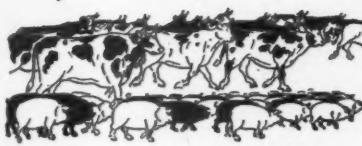
SWIFT & COMPANY General Offices: CHICAGO

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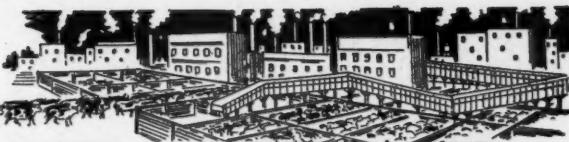
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MEAT TRAIL



MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Aug. 20, 1910.)

Packers purchases of hogs at Chicago for the week ending August 13, 1910, totalled 66,400 head; for year to date, 2,776,500, compared to 3,295,000 for the same period of 1909. Hogs for the week averaged \$8.06.

Action to test constitutionality of the federal meat inspection act was begun by the Pittsburgh Melting Co., in asking for an injunction to restrain government inspectors from interfering with the company's shipment of uninspected animal oils.

Plans for the annual packers' convention, to be held at the Hotel LaSalle, Chicago, on Oct. 17, 18 and 19, 1910, were announced, with Harry Boore as chairman of the banquet committee; D. J. Colbert, Miller & Hart, chairman entertainment committee; Robert H. Hunter, Chicago, chairman exhibition committee.

Chicago packers paid taxes on ten million dollars worth of personal property in the Packington district.

Joseph Haberman Co., Brooklyn, N. Y., incorporated with a capital stock of \$100,000 to deal in hides, tallow, etc.

Morris & Co. broke ground for its new lard refinery at Oklahoma City, Okla.

Plant of Idaho Packing Co., Pocatello, Ida., was destroyed by fire.

Miller & Hart opened their new and modern plant at Chicago. M. H. Miller was president.

John H. Schofield, veteran secretary of the United Master Butchers of America, was reorganizing local associations in Chicago.

Edward F. O'Neill, New York City, was elected president of the United Master Butchers of America for the ensuing year.

T. P. Kidd, export manager for Swift & Company, New York City, was on a visit to Porto Rico.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 23,142 cattle, 4,422 calves, 22,671 hogs and 15,837 sheep.

Provision shipments from Chicago for the week ended Aug. 10, 1935:

Week	Previous	Same
Aug. 10	Week	Week '34
Cured Meat, lbs.	17,991,000	17,503,000 24,016,000
Fresh Meats, lbs.	33,556,000	31,790,000 44,313,000
Lard, lbs.	2,262,000	2,355,000 4,775,000

C. G. Simon, Kingan & Co., Indianapolis, Ind., was a Chicago visitor last week-end.

H. J. Meddin, Meddin Bros., Charleston, S. C., stopped over in Chicago this week on his way West.

W. Augustynowicz, delegate of the Meat Packers' Union of Poland, inspected several Chicago packing plants during the week.

R. W. Perry, vice-president, Wm. Davies Co., left on Friday for a week's vacation.

E. E. Dunlop, head of the canned meats department, Jacob E. Decker & Sons Co., Mason City, Ia., was a visitor this week.

I. Schlaifer, sales manager, Dold Packing Co., Omaha, Neb., visited Chicago during the week.

George O. Tauber, secretary-treasurer, Standard Sausage Co., is spending the week at the Walther League camp, Arcadia, Mich.

Board of Trade memberships sold this week at \$5,800 net to the buyer.

George W. Chandler, dean of hog

buyers at Chicago, retired this week on the occasion of his 50th anniversary in the trade. He worked for three generations of the Morris family before joining the Armour organization.

Constitution Day will be celebrated in Chicago on September 17. Packers on the local committee include Lester Armour, Thomas Creigh, Charles E. Herrick, Arthur Meeker, Philip L. Reed, T. Philip Swift and Thomas E. Wilson.

A. C. Flothow, president, Everhot Manufacturing Co., Maywood, has just returned from a trip to Mexico. Headquarters while in Mexico City were in the famous "Pullman City," and they lived right in the Pullman cars during their stay. Special attractions were arranged for the party and they were favored with ideal weather.

G. D. Fitch, hide sales department, Wilson & Co., has returned from a two week's vacation spent in touring the Northern peninsula and the lake country around Eagle river. He reports the weather unfavorable for fishing.

Leaders in the Packers' Softball league maintained their positions in games played this week, Armour win-



KINGAN RELIABLES HAVE PENNANT HOPES.

Kingan Athletic Association, Kingan & Co., Indianapolis, has developed under the management of "Reb" Russel, ex-leaguer, one of the fastest baseball teams in amateur circles. The team is known as the "Reliables," and has a record of seventeen games won against four losses. Recently they won the championship in the Factory League and are favorites to win the city series.

Left to right, front row—B. Glover, c.; R. Tyner, i.f.; B. Flora, i.f.; G. Garrick, i.f.; C. Hill, i.f. Center row—A. Kimble, o.f.; J. Rapp, o.f.; R. Van Antwerp, c.; T. Percifield, o.f.; W. Glover, p. Rear row—"Reb" Russel, mgr.; A. Brisnik, i.f.; J. Sullivan, p.; F. Hosler, p.; L. Young, c.; E. Powers, o.f.

A SEASONING FOR EVERY SAUSAGE!

FORBES Prepared Seasonings are available for Bologna, Frankfurters, Wieners, Liver Sausage, Pork Sausage, Blood Sausage, Braunschweiger, Minced Ham, Head Cheese, Hamburger and other specialties. FORBES products have been famous for quality for 32 years! ASK FOR SAMPLES!

Mix your own seasoning from ground spices or use prepared seasoning—either way FORBES can serve you! And either way, you are assured of finer results, better flavor and greater sales. The piquant, delicious flavor of FORBES Spices adds sales appeal; puts the finishing touch on good sausage and meat specialties. Use FORBES Spices for sausage profits!

Write for samples and prices

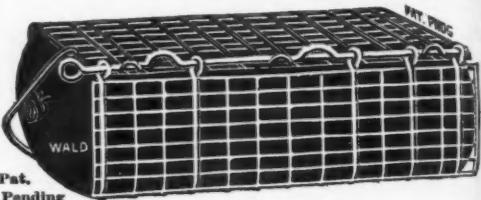


JAS. H. FORBES TEA & COFFEE CO.

308-326 CLARK AVE. ST. LOUIS
REPRESENTATIVES—Fred Einhorn, 302 Delaware, Kansas City, Mo.; V. A. Kennedy, 602 Merchants National Bank Bldg., Omaha, Nebr.; J. Grosjean, Niagara Frontier Food Terminal, Buffalo, N. Y.

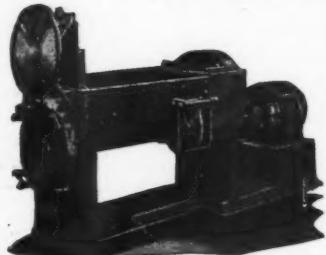
Wald Quick-Action Sausage Mold

The mold to Speed up your Production!



WALD MANUFACTURING COMPANY, INC.
MAYSVILLE KENTUCKY

The New KUTMIXER



For better profit in cut. ting and mix. ing investigate this new . . . KUTMIXER.

THE HOTTMANN MACHINE COMPANY
3325 ALLEN ST. PHILADELPHIA, PA.


SERVING EVERY MAJOR
PACKING FIRM

FOR Quicker collection
of Chicago items
THINK of LIVE STOCK NATIONAL first

The
LIVE STOCK
NATIONAL
BANK of Chicago

• UNION STOCK YARDS •

RESOURCES OVER TWENTY MILLION DOLLARS

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

PROVISION
BROKER

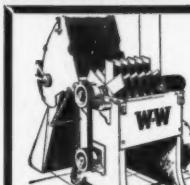
HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

SMITH, BRUBAKER & EGAN
ARCHITECT & ENGINEERS

30 No. LaSALLE ST. CHICAGO, ILLINOIS

SERVING
THE MEAT PACKING INDUSTRY



QUICK EASY GRINDING
of Tankage, Scrap, Bone, Etc.

The W-W does every by-product grinding job for Packing Plants—better, faster and cheaper—Write for catalog and actual Packer testimonials—

W-W GRINDER CORP.
Dept. 110 Wichita, Kansas

ning from Manaster, 18 to 1 and Reliable outscoring Omaha, 16 to 9. Miller & Hart and Hammond played 9 innings for a 22 to 22 tie. Other scores were: Swift 26, U. S. Cold Storage 10 and Wilson 9, Drovers 5. League standings to date:

	W.	L.	Pct.
Reliable	3	0	1.000
Armour	3	0	1.000
U. S. Cold Storage	2	1	.667
Wilson	2	1	.667
Miller & Hart	1	1	.500
Manaster	1	2	.333
Omaha	1	2	.333
Swift	1	2	.333
Hammond	0	2	.000
Drovers	0	3	.000

South Side golf outing of the Hide and Leather Association of Chicago, at Olympia Fields Country club on Friday, August 9, was well attended. Ideal weather brought out a good crowd and packer representatives collected a good share of the prizes. M. N. Hynes, Armour Leather Co. turned in low gross score of 81 for first prize; low net score prize went to George H. Elliott; T. P. Gibbons, Cudahy Packing Co., won the blind bogey and prize for high score went to that well-known diplomat, Tom Behrendsen, manager, Packers' Hide Association.

NEW YORK NEWS NOTES

D. A. Moore, specialty sales department, Swift & Company, Chicago, visited New York last week.

John Donohue, assistant superintendent, New York Butchers Dressed Meat Co., is vacationing in upper New York state.

Frederick H. Prince, chairman of the board, Armour and Company, and Mrs. Prince sailed on the s.s. Manhattan on August 14 for an extended trip abroad.

Carl Gundlich, manager, Wilson & Co., Westchester branch, is spending his vacation on Cape Cod, Mass. J. C. Mitchell, formerly of the Jamaica branch, has been appointed manager of the Wilson branch at Stamford, Conn., while A. Goldslager, for some time in the New York district office, has been made manager of the New Haven, Conn., branch.

Alexander Lichtenstein, a member of the casing firm of Hannes & Sons, Nantes, France, visited at the New York office of THE NATIONAL PROVISIONER last week. Mr. Lichtenstein plans to remain in the United States permanently, and has opened an office at 210 Fifth avenue, New York.

Edgar H. Frey, of Frey & Horgan, Inc., brokers in vegetable oils, tallow and greases, returned last week from an extended vacation in Indiana.

Those of the Wilson & Co. New York organization who are on vacations at this time are Charles Ferrairi, sausage department, Catskill mountains; J. R. Tomblin, small stock department, Long Island shore; Walter Tietjen, produce department, Long Beach, N. Y.; Valentine Hechler, refinery department, Chicago; George De Gross, produce de-

partment, Saratoga, N. Y. Miss M. E. Merrins, secretary to district manager A. E. Nelson, and her brother, William Merrins, Wilson & Co., Harlem market, are motoring to Nova Scotia.

G. H. Garrity, Cudahy Packing Co., New York, has just returned to his duties after having spent his vacation in Boston, Mass.

Visitors to New York during the past week included R. H. Cabell, president, P. L. Reed, first vice president and treasurer, E. L. Lalumier, comptroller, and E. J. Reis, refinery department, Armour and Company, Chicago. F. W. Loucks, branch house superintendent, Armour and Company, New York, is spending a week at his home in Yonkers, having just returned from a visit to the company's headquarters at Chicago.

Meat and fish seized and destroyed by the health department of the city of New York during the week ended August 10, 1935, were as follows: Meat—Brooklyn, 41 lbs.; Manhattan, 149 lbs.; Queens, 11 lbs.; Richmond, 6 lbs.; Total, 207 lbs. Fish—Brooklyn, 10 lbs.

President V. D. Skipworth, Adolf Gobel, Inc., New York, was in Chicago last week for several days.

COUNTRY-WIDE NEWS NOTES

Marco Dizdar, Youngstown, O., wholesale meat dealer, is planning construction of a packing plant in the near future.

Milton Schaffner, Schaffner Bros. Co., Erie, Pa., made a trip to New York last week.

Burt Kennedy, manager for Swift Internacional in South America, died recently at his home in Buenos Aires from injuries incurred in an automobile accident. He had been with Swift since

1914, going to Montevideo, Uruguay, in 1919, and later to Argentina.

Louis G. Kessler, secretary-treasurer, Loudon Packing Co., Terre Haute, Ind., died last week as a result of injuries received in an automobile accident.

Another of the generation of famous sausagemakers has passed on. Peter H. Weisel, son of the famous Jacob Weisel, originator of the Milwaukee sausage firm, passed away suddenly on July 4, at Los Angeles, Calif., where for the past eight years he had been carrying on the family tradition of sausagemaking under the name of Weisel & Son. Like his father before him, he has made a fine reputation for high quality sausage, smoked meats, hams and other meat products. His son, Eugene F. Weisel, is continuing the business, and like his father is giving the public the high quality products which have become a family tradition.

P. G. Gwaltney Jr. & Co., Smithfield, Va., packers, are planning erection of a new hog slaughtering plant with a capacity of 500 hogs per day, including killing floor, coolers, lard refinery, dry rendering, fresh sausage, etc. Plans are in charge of R. E. Jordan & Co., Baltimore, Md.

FUTURE PACKER LEADERS

When Louis Val (Bud) Decker, grandson of the founder of the Val Decker Packing Co., Piqua, O., was still in school at the age of 15 he made up his mind to follow in the family tradition and become a packer. He worked at the plant after school hours and on holidays, progressing from one department to another until, in 1926, at the age of 19, he took a full-time job in the shipping department. From there he went into beef sales, and in 1933 became assistant to George Decker, sales manager, a position he now holds.

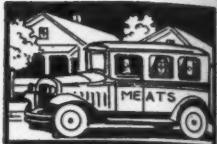


LEARNED BUSINESS FROM GROUND UP.

Louis Val (Bud) Decker, assistant sales manager, Val Decker Packing Co., Piqua, O., looks pleased after closing a "tough" deal with a buyer of 100 sides of beef. His copy of THE NATIONAL PROVISIONER is always at his hand.



For the Retail Meat Dealer



Retail Shop Talk

MASS DISPLAYS

Encourage your customers to make mass displays of products whenever possible. A few scattered items on shelves and in showcases do not attract anywhere near the amount of consumer attention that is given to displays in which variety and quantity predominate. The value of displaying quantity and varieties of sausage has been demonstrated in many instances. The same appeal that encourages housewives to buy liberally from a massed sausage display operates equally well in the case of other products.

WAYS TO USE BRAINS

Some meat retailers print new recipes or bits of cooking information on advertising handbills. Others tell housewives about new points in meat cooking. Such suggestions are always welcomed by the customer.

Meat specialties make delicious dishes if correctly prepared, it is pointed out in "Let's Serve Something New," a recipe booklet recently published by the Institute of American Meat Packers. Brains, for example, are nourishing and appetizing. The first step in preparing lamb, calf, beef or sheep brains is to wash and soak them for two hours in cold water. After draining they should be parboiled in water containing vinegar, salt and perhaps bay leaf or minced pepper. Unless the brains are cooked gently they may break apart.

In making "Sheep's Brains—Morning-side" the membrane is removed from the brains after they have been parboiled until tender. The brains are then chopped and placed in a saucepan with 3 slices of chopped ham, a medium onion chopped fine, $\frac{1}{2}$ teaspoon of salt, pepper and one cup of cream. Heat and serve on fried bread, sprinkle with grated yolk of hard cooked egg. Serves 4 to 5.

FACTS ABOUT MEAT PRICES

There has recently been a great deal of talk about meat prices—some of it good and some of it bad. To combat some of the bad talk, the Institute of American Meat Packers has prepared a poster entitled "Facts for House-

wives," which gives essential facts about meat supplies and prices.

The new poster prepared by the Institute's Department of Public Relations and Trade was recently sent to members of the Institute with a bulletin and has been made available to packers in quantity at cost. It is believed that some companies may find it desirable to distribute copies of the posters to retailers for use in their stores. The poster is printed on canary yellow stock and is large enough to attract consumers.

ers. It can easily be read from a distance.

Facts contained in the bulletin deal with comparisons of prices at present with five years ago; the recent reductions in some cuts of meat; the reduction in meat supplies and the effect that it has upon the production of meat. The poster points out that the price of meat depends upon the relationship of the supply to the amount of money consumers are willing and able to spend for meat.

FACTS FOR HOUSEWIVES

Retail Meat Prices are now 10.5 per cent lower than they were five years ago.

Many Retail Meat cuts, as quoted most recently by the United States Department of Agriculture, were 2 to 17 per cent lower than in mid-June.

Meat Prices, now as always, depend entirely upon the supply of meat in relation to the amount of money consumers are willing and able to spend for meat. Meat supplies have been greatly reduced.

Meat Production during the first six months of 1935—as a result of diminished live stock supplies was approximately 25 per cent under the production levels of the corresponding half of 1934.

Meats on hand July 1, 1935, were approximately 40 per cent smaller than on Aug. 1, 1934, and 43 per cent smaller than the five-year average (1930-1934) for Aug. 1.

EAT MEAT • **DELICIOUS NUTRITIOUS**

ANSWERING CONSUMER'S QUERY ON MEAT PRICES.

Facts for housewives who wonder why meats have gone up in price are visualized in this poster provided by the Institute of American Meat Packers for distribution to the retail trade. With this posted in his market the dealer is ready to forestall the questions of the indignant customer. Copies of these posters may be had upon application to the Institute of American Meat Packers, 59 E. Van Buren st., Chicago.

RETAIL MEAT PRICES

Average monthly prices at New York, Chicago, and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound (simple average of quotations received):

GRADE. CHOICE	GRADE. GOOD
(Mostly Credit and Del. Stores.)	(Mostly Cash and Carry Stores.)

	New York, July 31.	Kansas City, July 31.	New York, July 31.	Chicago, July 31.	Kansas City, July 31.
Beef:					
Porterhouse steak	.58	.53	.56	.48	.44
Sirloin steak	.44	.45	.44	.42	.39
Top round steak	.42		.40		
Bottom round	.39		.37		
Round steak, full cut	.37	.37		.35	.35
Heel round	.28	.25	.28	.26	.25
Flank steak	.35	.34	.31	.31	.29
Top sirloin	.41		.38		
Bump roast, boneless	.36	.34	.35	.33	.30
Rib roast, 1st 6 ribs	.38	.36	.35	.33	.29
Blade rib roast	.27	.31		.25	.26
Cross rib & top chuck	.32		.29		
Arm roast	.28	.25		.25	.24
Straight cut chuck	.27	.27	.24	.25	.24
Corner piece	.24		.25		
Thick plate	.18	.18	.17	.17	
Navels	.17	.17	.16	.15	.15
Boneless brisket	.39	.30	.23	.32	.27
Brisket, bone in	.24	.20	.16	.20	.18
Ground meat	.29	.22	.22	.22	.18
Boneless stew meat	.32	.28	.22	.27	.24
Veal:					
Cutlet or steak	.51	.40	.40	.43	.36
Loin chops	.42	.35	.40	.35	.30
Rib chops	.38	.31	.36	.30	.27
Bump roast	.33	.28	.26	.26	.24
Shoulder chops	.28	.26	.28	.20	.21
Shoulder roast	.24	.24		.20	.23
Boneless shoulder	.32		.25		
Breast	.20	.16	.15	.15	.15
Boneless stew	.34	.28	.23	.25	.25
Liver	.70	.52	.46	.61	.44
Lamb:					
Loin chops	.46	.44	.47	.40	.37
Rib chops	.40	.36	.44	.33	.36
Leg	.29	.30	.28	.25	.24
Shoulder chops	.30	.29	.28	.26	.28
Square chuck	.22		.23	.18	
Shoulder roast	.24			.22	
Breast	.10	.12	.13	.11	.10
Shank and neck	.11	.15	.13	.11	.14
Pork:					
Center loin chops	.41	.41	.39	.39	.38
Rib chops	.40		.39	.39	.36
End chops	.32	.30	.31	.29	.28
Fr. hams, whole	.30		.26	.28	
Fr. shoulders, whole	.25		.26		
Fr. kidneys, whole	.26		.28	.21	
Boston butts	.30		.28	.21	
Spareribs	.24	.21	.22	.19	.19
Lard (carton)	.22	.20	.22	.20	.19
Sm. hams, whole, No. 1	.33	.28	.29	.30	.28
Sm. hams, whole, No. 2	.27		.26	.27	.25
Sliced hams	.61	.48	.50	.50	.45
Bacon strip, whole, No. 1	.40	.38	.39	.37	.36
Bacon strip, whole, No. 2					
Sliced bacon, No. 1	.46	.46	.45	.43	.41
Smoked butts	.45	.41	.38	.40	.40
Smoked picnics	.22	.25	.26	.25	.24
Corned bellies or pickled pork	.32		.28	.30	.24
Sausage meat	.37	.26	.29	.28	.26
Salt pork					

NEWS OF THE RETAILERS

Ray Brockhouse has opened meat market in West Sioux Falls, S. D.

D. Huisman who sold his meat market in Otsego, Mich., some months ago and took a good vacation, has purchased it back from Bert Clemens. Clemens has moved to Kalamazoo where he expects to engage in the meat business.

Paramount Market has engaged in meat business at 4482 Mission st., San Francisco, Calif.

Frances B. Elder has purchased meat business of John Stall, corner 4th and Frederick, Olympia, Wash.

New entrants in the meat business in Milwaukee are: Jos. Hryniewski, 1725

W. Fond du Lac ave.; Sigmund Spitz, 2838 W. Atkinson ave.

John Hefflefinger has sold his meat market, Tecumseh, Neb., to Earl Dodson.

John Rachwitz has taken over the Solbach Meat Market, Denison, Ia.

Meat market of Tillman Dahl, Edision, Wash., was destroyed in recent business district fire.

Charles Johnson has purchased Washington Meat Market, Aberdeen, Wash., from Louis Karjala.

Mrs. Hazel M. Searles has taken charge of Public Meat Market Department, Klamath Falls, Ore.

R. M. Kester, Bloomsburg, Pa., is discontinuing grocery and meat market to devote his entire time to manufacturing wholesale bologna.

RETAIL PRICES RISE

Retail prices of meats advanced one-tenth of 1 per cent, while retail prices

of all foods declined three-tenths of 1 per cent, during the two weeks ended July 30, according to the U. S. Bureau of Labor Statistics. Advance in meat prices was brought about by higher pork prices caused by shortage of hog supplies. Average retail prices for beef products declined 1.8 per cent. Increases in egg, butter and cheese prices exceeded the slight upturn in those for meats.

FIGHT STATE PRIVILEGE TAX

Twenty-three South Dakota merchants have challenged constitutionality of the state's new "privilege" or chain store tax in circuit court, obtaining a temporary restraining order against the division of taxation. Retailers declare the law abridges rights granted under federal and state constitutions. South Dakota's law was said to have been patterned after the Kentucky privilege law. It levies a tax on retail and wholesale sales.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on August 15, 1935:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(1) (300-500 lbs.) choice	\$18.00@19.00			
Good	16.00@18.00			
Medium	12.00@16.00			
Common	10.50@12.00			
STEERS:				
(500-600 lbs.) choice	18.00@19.00			
Good	16.00@18.00			
Medium	12.00@16.00			
Common	10.50@12.00			
STEERS:				
(600-700 lbs.) choice	18.00@19.00			
Good	16.00@18.00			
Medium	13.00@16.00			
Common	10.50@12.00			
STEERS:				
(700 lbs. up) choice	18.00@19.00			
Good	16.00@18.00			
COWS:				
Good	11.50@12.50			
Medium	9.50@11.50			
Common	9.00@9.50			
FRESH VEAL AND CALF:				
VEAL:				
(2) choice	15.00@16.00			
Good	14.00@15.00			
Medium	13.00@14.00			
Common	12.00@13.00			
LAMB AND MUTTON:				
LAMB:				
(38 lbs. down) choice	16.00@17.00			
Good	15.00@16.00			
Medium	14.00@15.00			
Common	12.00@14.00			
LAMB:				
(39-45 lbs.) choice	16.00@17.00			
Good	15.00@16.00			
Medium	14.00@15.00			
Common	12.00@14.00			
LAMB:				
(46-55 lbs.) choice	15.00@16.00			
Good	14.00@15.00			
Medium	13.00@14.00			
Common	12.00@13.00			
MUTTON:				
(Ewe) (70 lbs. down) good	9.00@10.00			
Medium	8.00@9.00			
Common	7.00@8.00			
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.	20.00@21.00			
PICNICS:				
6-8 lbs. avg.	20.00@21.00			
BUTTS: Boston Style:				
4-8 lbs. avg.	25.00@27.00			

(1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.

SELLING QUALITY MEATS

(Continued from page 23.)

the other fellow is cheaper than you are?

"But when it comes to quality—that's different.

"Then you have something to talk about. You have a 50 year reputation behind you. You have the actual product to back it up. You have a certain distinctive quality and superiority others cannot duplicate.

"Let's face the question fairly.

"Which class of products are you, as salesmen, best qualified to sell?

Advantage Is with Quality

"We have seen salesmen leave us to go with purely price-conscious competitors. What happens? They sell their customers once on price. The product is just what they're selling—a price product. In a week or two they're back, asking us to find a place for them.

"So we say to you men—BUCK UP! Square your shoulders; hold up your chin. Sure, it's a hard battle, but you have all the heavy artillery on your side.

"You're with a fine house. You're selling a fine line—the kind of products your trade is mighty proud to handle."

The logic in this sales manager's facts cannot be disputed. *There never is a bottom to low prices.* Price-cutting is an endless process, because there is a merchandising advantage in it only when prices are below those of all others. And to the price buyer nothing counts but price.

COOKED HAM SHRINKAGE

(Continued from page 17.)

Ham is pressed into retainer with the hands, and ends and sides of the parchment are folded over the top of the meat so that ham is completely inclosed. Cover of retainer is then put on, and pressure applied slowly to permit air to escape without bursting the parchment. The ham is then ready to be boiled.

Reference was made previously to recovering some of the shrink by further processing after boiling. This method is new, but no doubt it will come into more general use, as its results are also of considerable value in improving appearance of hams thus treated, and therefore increasing appetite and eye appeal.

Recovering Shrinkage Loss

Briefly it consists in deep frying the ham after it is removed from the retainer. This supplementary cooking is done by immersing the cooked ham in boiling lard for a period sufficient to brown or crust the surfaces. Boiled hams so treated have much the appearance of a baked ham, and weigh more after deep frying than before.

Another idea being practiced in some

meat plants to improve the flavor of boiled hams consists in placing pieces of skins from the bacon slicing room over and under the ham in the retainer before cooking. Considerable of the smoked flavor from the skins is thus transferred to the hams during the cooking operation. The smoked flavor is intensified, it is said, when hams and skins are wrapped in crepe paper before being put into the retainer.

FINANCIAL NOTES

Plankinton Packing Co., Milwaukee, Wis., has filed notice of intention to reduce its stock from 30,000 shares of \$100 par common to 20,000 shares with the same value, making capitalization \$2,000,000 instead of \$3,000,000.

Gross sales of Procter and Gamble increased 34.5 per cent during the fiscal year ended June 30, totaling \$156,800,054, against \$116,593,143 during the previous year.

An extra dividend of 25 cents per share has been declared on common stock of Procter & Gamble. Directors have also declared regular quarterly dividend of \$1.25 per share on 5 per cent preferred stock.

Governing committee of the Chicago Stock Exchange has approved application for listing by Hygrade Food Products Corp. of \$655,000 additional principal amount of its first and refunding mortgage convertible 6 per cent series A bonds.

Directors of American Hide & Leather have submitted a plan for capital readjustment to stockholders, to be acted upon on September 18. New 6 per cent cumulative preferred plus new common would be exchanged for each share of present 7 per cent preferred.

John Morrell & Co., Inc., has declared a dividend of 90 cents a share on common stock payable September 14 to stockholders of record August 24.

SWIFT PROTESTS TAX BILL

The proposed tax measure, now before the U. S. Senate, which will impose higher income tax rates on large corporations than on small companies will, in the case of the packing industry, be a burden on every producer of livestock and every consumer of meat, as well as on the interests of more than 53,000 shareholders of his company, in the opinion of G. F. Swift, president of Swift & Company. Mr. Swift warned Swift stockholders, a large majority of whom are employees, including many women, of this situation, and urged them to write their representatives in Congress protesting against such imposition of taxes, which would penalize shareholders and impair efficiency of meat distribution methods.

CALIFORNIA MEAT LAWS

Several laws influencing the meat industry were among business measures passed by the California legislature at its recent session. A law making state inspection of meat mandatory, except in cases where exemptions are permitted, has been signed by the governor. The law permits the state director of agriculture to set fees for such inspection.

Misrepresentation of the type, kind, quality or sex of dressed carcasses, or any portion, will be a misdemeanor under a law to go into effect in September. The act expressly prohibits the sale of cows as steers, ewes as lambs, etc. Rigid enforcement machinery is being set up.

Provisions of the AAA will be applied to intrastate commerce under an act signed by the governor. Manufacturers and importers of commercial foodstuffs will be required to register brands with the director of agriculture and pay a registration fee under a trade mark registration law.

CHAIN STORE NOTES

Sales of Kroger Grocery & Baking Co. for first 28 weeks of 1935 were \$124,747,067 against \$118,249,029 during the same period in 1934.

Loblaw Grocerterias, Ltd., reports sales of \$1,180,799 for 4 weeks ended June 29, against \$1,170,760 in the like period of 1934, an increase of eight-tenths of 1 per cent.

PACKER AND FOOD STOCKS

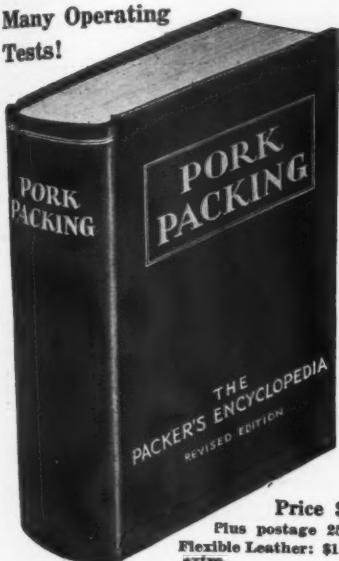
Price ranges of listed stocks, August 14, 1935, or nearest previous date, with number of shares dealt in during week and closing prices:

	Sales	High	Low	—Close—
	Week ended			Aug. 14. Aug.
	Aug. 14.	Aug. 14.	Aug. 14.	14. 7.
Amal. Leather	8,100	8%	3%	3%
Do. Pfd.	300	28	28	28
Amer. H. & L.	5,500	5%	5%	5%
Do. Pfd.	9,000	35%	35%	35%
Amer. Stores	1,800	35%	35%	35%
Armour Ill.	53,400	4%	4%	4%
Do. Pfd.	6,000	62%	61%	62
Do. Del. Pfd.	100	106%	108%	106%
Beechnut Pack.	1,500	90%	90	90
Bohach, H. C.	...	...	...	...
Do. Pfd.	10	41	41	41
Chick. Co. Oli.	1,800	26%	26%	26%
Childs Co.	2,300	5%	5%	4%
Cudahy Pack.	1,300	42	42	42
First Nat. Strs.	4,500	58%	58%	56%
Gen. Foods	12,100	38%	38%	36%
Gobel Co.	7,100	2%	2%	2%
Gr. A. & 1st Pfd.	60	...	...	...
Hormel New	170	...	...	...
Hormel, G. A.	...	...	...	...
Hygrade Food	300	1%	1%	1%
Kroger G. & B.	8,400	32	31%	31%
Libby McNeill	4,800	6%	6%	6%
Mickelberry Co.	600	1%	1%	1%
M. & H. Pfd.	20	3%	3%	4%
Morrell & Co.	300	59%	59%	59%
Nat. Leather	4,400	1	1	1
Nat. Tea	6,700	10%	10%	10%
Proc. & Gamb.	4,500	53%	52%	53%
Do. Pr. Pfd.	170	11%	11%	10
Safeway Pack.	50	28	28	28
Safeway Strs.	10,100	40%	38%	38%
Do. 6% Pfd.	60	108	108	108
Do. 7% Pfd.	80	112%	112	112%
Stahl Meyer	26,150	18%	18%	18%
Swift & Co.	1,700	7%	7%	7%
Do. Int'l.	4,000	32%	32%	33%
Truett Pork	...	...	...	...
U. S. Leather	1,700	12%	12%	12%
Do. A.	1,900	...	...	...
Do. Pr. Pfd.	...	...	...	...
Wesson Oil	14,200	42%	42%	42%
Do. Pfd.	400	82%	82%	82%
Wilson & Co.	50,400	5%	5%	5%
Do. Pfd.	6,000	68%	68%	68%

*Or last previous date.

SOLVES PORK PACKING PLANT PROBLEMS!

Many Operating
Tests!



Price \$6
Plus postage 25c.
Flexible Leather: \$1.00
extra.

Book Department

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Chicago, Illinois

CHAPTERS

- I—Hog Buying
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- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
- X—Provision Trading Rules
- XI—Curing Pork Meats
- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

"HALLOWELL"



Pat. Applied for

Fig. 1053 - "Hallowell" Sausage - Meat Truck

While designed for the Sausage Department, can be used wherever a low box truck is suitable. With every joint welded, not a rivet anywhere, every corner rounded and all surfaces smooth and galvanized, it's easy to keep the "Hallowell" spotlessly clean. Top is flanged, as shown. Made in 3 standard sizes but can be furnished to any dimension wanted.

GET BULLETIN 482

STANDARD PRESSED STEEL CO.

BRANCHES
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BOX 550

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CONTINENTAL

developed packing-house motors. Produced 40°C drip-proof AC motors. Insulates windings against moisture and weak acids. Furnishes ball bearings as standard equipment. Offers complete line of electric motors, 1/2 to 300 H.P. Has thousands operating machinery in packing plants. Will gladly show you initial and operating savings.

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Wilmington Provision Company

TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

Heekin Cans

• ATTRACTIVE, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.



The Heekin Can Co.
Cincinnati, Ohio

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

	Week ended	Cor. week,	
Primes native steers—	Aug. 14, 1935.	1934	
400-600	19 1/2@20	13 @13 1/2	
600-800	19 @20	12 1/2@13 1/2	
800-1000	19 @20	15 @15 1/2	
Good native steers—			
400-600	17 1/2@18 1/2	11 1/2@12 1/2	
600-800	18 @18 1/2	12 @13	
800-1000	18 @18 1/2	13 1/2@14	
Medium steers—			
400-600	15 1/2@16	10 1/2@11 1/2	
600-800	16 @17	11 @11 1/2	
800-1000	16 1/2@17	12 1/2@12 1/2	
Heifers, good, 400-600	16 1/2@17	11 1/2@12 1/2	
Cows, 400-600	11 @14	6 1/2@9	
Hind quarters, choice	@24	@17 1/2	
Fore quarters, choice	@15	@11 1/2	

Beef Cuts.

Steer loins, prime.....	unquoted	unquoted
Steer loins, No. 1.....	@36	@20
Steer loins, No. 2.....	@30	@18
Steer short loins, prime.....	unquoted	unquoted
Steer short loins, No. 1.....	@47	@48
Steer short loins, No. 2.....	@38	@39
Steer short loins, ends (hips).....	@27	@22
Steer loin ends, No. 2.....	@26	@20
Cow loins.....	@20	@18
Cow short loins.....	@28	@20
Cow loin ends (hips).....	@17	@16
Steer ribs, prime.....	unquoted	unquoted
Steer ribs, No. 1.....	@25	@19
Steer ribs, No. 2.....	@24	@10
Cow ribs, No. 2.....	@17	@13 1/2
Cow ribs, No. 3.....	@12	@10
Steer rounds, prime.....	unquoted	unquoted
Steer rounds, No. 1.....	@19	@13 1/2
Steer rounds, No. 2.....	@18 1/2	@13 1/2
Steer chuck, prime.....	unquoted	unquoted
Steer chuck, No. 1.....	@12 1/2	@10
Steer chuck, No. 2.....	@12	@9 1/2
Cow rounds.....	@15	@10
Cow chuck.....	@11	@7 1/2
Steer plates.....	@12 1/2	@6 1/2
Medium plates.....	@12	@6
Briskets, No. 1.....	@16	@12
Steer navel ends.....	@9 1/2	@5 1/2
Cow navel ends.....	@8 1/2	@3 1/2
Fore shanks.....	@8	@5
Hind shanks.....	@6	@4
Strip loins, No. 1, bns.....	@65	@65
Strip loins, No. 2.....	@55	@62
Sirloin butts, No. 1.....	@38	@25
Sirloin butts, No. 2.....	@25	@18
Beef tenderloins, No. 1.....	@70	@60
Beef tenderloins, No. 2.....	@50	@50
Rump butts.....	@15	@18
Flank steaks.....	@22	@18
Shoulder clods.....	@15 1/4	@8 1/2
Hanging tenderloins.....	@14	@6
Insides, green, 6@8 lbs.....	@14 1/2	@10 1/2
Outsides, green, 5@6 lbs.....	@14	@8 1/2
Knuckles, green, 5@6 lbs.....	@14 1/2	@8 1/2

Beef Products

Brains (per lb.).....	@ 5	@ 6
Hearts.....	@11	@ 5
Tongues.....	@21	@17
Sweetbreads.....	@25	@19
Ox-tail, per lb.....	@ 8	@ 5
Fresh tripe, plain.....	@10	@ 4
Fresh tripe, H. C.....	@12 1/2	@ 8
Livers.....	@16	@12
Kidneys, per lb.....	@10 1/2	@ 8

Veal

Choice carcass.....	.15	.16
Good carcass.....	.13	.14
Good saddles.....	.17	.19
Good racks.....	.12	.14
Medium racks.....	.12	.12

Veal Products

Brains, each.....	@10	@ 7
Sweetbreads.....	@30	@34
Calf livers.....	@32	@35

Lamb.

Choice lambs.....	@17	@16
Medium lambs.....	@15	@14
Choice saddles.....	@19	@18
Medium saddles.....	@18	@19
Choice fore.....	@14	@14
Medium fore.....	@13	@12
Lamb tripe, per lb.....	@32	@26
Lamb tongues, per lb.....	@15	@12
Lamb kidneys, per lb.....	@20	@25

Mutton.

Heavy sheep.....	@ 5	@ 3
Light sheep.....	@ 9	@ 6
Heavy saddles.....	@ 8	@ 4
Light saddles.....	@11	@ 9
Heavy fore.....	@ 4	@ 2
Light fore.....	@ 5	@ 3
Mutton legs.....	@10	@10
Mutton loins.....	@ 8	@ 8
Mutton stew.....	@ 4	@ 3
Sheep tongues, per lb.....	@12 1/2	@12
Sheep heads, each.....	@10	@10

Fresh Pork, etc.

Pork loins, 8@10 lbs. avg.	@30	@17
Picnic shoulders.....	@20	@11 1/2
Skinned shoulders.....	@22	@11 1/2
Tenderloins.....	@38	@26
Spare ribs.....	@17	@ 8
Back fat.....	@18	@ 9
Boston butts.....	@28	@14
Butterfies butts, cellar trim, 2@4.....	@ 6	@ 6
Hock.....	@31	@ 3
Tails.....	@13	@ 6
Neck bones.....	@ 9	@ 7
Slip bones.....	@14	@ 6
Blade bones.....	@16	@ 8
Pig's feet.....	@ 6	@ 3
Kidneys, per lb.....	@11	@ 6
Livers.....	@18	@ 7
Brains.....	@10	@ 7
Snouts.....	@10	@ 6
Heads.....	@ 8 1/2	@ 5
Chitterlings.....	@ 6	@ 5

DOMESTIC SAUSAGE

(quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	
Country style sausage, fresh in link.....	
Country style sausage, fresh in bulk.....	
Country style sausage, smoked.....	
Frankfurters in sheep casings.....	
Frankfurters in hog casings.....	
Bologna in beef bungs, choice.....	
Bologna in beef middies, choice.....	
Liver sausage in beef rounds.....	
Liver sausage in hog bungs.....	
Hod cheese.....	
New England luncheon specialty.....	
Minced luncheon specialty, choice.....	
Tongue sausage.....	
Blood sausage.....	
Souse.....	
Polish sausage.....	

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	
Thuringer cervelat.....	
Farmer.....	
Holsteiner.....	
B. C. salami, choice.....	
Milano salami, choice, in hog bungs.....	
B. C. salami, new condition.....	
Frises, choice, in hog middies.....	
Genoa style salami.....	
Pepperoni.....	
Mortadella, new condition.....	
Capicola.....	
Italian style hams.....	
Virginia hams.....	

SAUSAGE MATERIALS

(F.O.B. CHICAGO, cariot basis.)

Regular pork trimmings.....	@18 1/2
Special lean pork trimmings.....	@21
Extra lean pork trimmings.....	@23
Pork cheek meat.....	@17 1/2
Pork hearts.....	13 1/2@14
Native boneless bull meat (heavy).....	@16
Shank meat.....	@12
Boneless chuck.....	@11
Beef trimmings.....	@11 1/2
Beef cheeks (trimmed).....	@10 1/2
Dressed canners, 350 lbs. and up.....	@9 1/2
Dressed cutter cows, 400 lbs. and up.....	@8 1/2
Pork tongues, canner trim, S. P.....	@15

SAUSAGE IN OIL

Bologna style sausage in beef rounds—	
Small tins, 2 to 2 1/2 crate.....	\$7.00
Large tins, 1 to 2 1/2 crate.....	7.75
Frankfurt style sausage in sheep casings—	
Small tins, 2 to 2 1/2 crate.....	8.00
Large tins, 1 to 2 1/2 crate.....	8.75
Smoked link sausage in hog casings—	
Small tins, 2 to 2 1/2 crate.....	7.25
Large tins, 1 to 2 1/2 crate.....	8.00
Mess pork, regular.....	\$36.00
Family back pork, 24 to 34 pieces.....	\$36.50
Family back pork, 35 to 40 pieces.....	\$36.00
Clear back pork, 40 to 50 pieces.....	\$34.00
Clear plate pork, 25 to 35 pieces.....	\$30.50
Bean pork.....	\$35.00
Brisket pork.....	\$41.00
Plate beef.....	\$25.00
Extra plate beef, 200-lb. bbls.....	\$26.00
Pork feet, 200-lb. bbl.....	17.50
Lamb tongue, short cut, 200-lb. bbl.....	40.00
Regular tripe, 200-lb. bbl.....	20.00
Honeycomb tripe, 200-lb. bbl.....	25.00
Pocket honeycomb tripe, 200-lb. bbl.....	28.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.....	Q14
Clear bellies, 14@16 lbs.....	Q14
Rib bellies, 25@30 lbs.....	Q14
Fat backs, 10@12 lbs.....	Q14
Fat backs, 14@16 lbs.....	Q14
Regular plates.....	Q14
Jowl butts.....	Q14

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs. parchment paper.....	27 1/2
Fancy skd. hams, 14@16 lbs. parchment paper.....	28 1/2
Standard reg. hams, 14@16 lbs. plain.....	27
Standard hams, 4@8 lbs., short shank, plain.....	22 1/2
Beef bacon, 6@8 lbs., long shank, plain.....	20
Fancy bacon, 6@8 lbs., parchment paper.....	24 1/2
Standard bacon, 6@8 lbs., plain.....	21 1/2
No. 1 beef ham sets, smoked.....	31 1/2
Insaides, 8@12 lbs.....	26
Knuckles, 5@9 lbs.....	23
Cooked hams, choice, skin on, fattened.....	64
Cooked hams, choice, skinless, fattened.....	62
Cooked picnics, skin on, fattened.....	64
Cooked picnics, skinned, fattened.....	62
Cooked loin roll, smoked.....	64

LARD

Prime steam, cash, Bd. Trade.....	\$18.50
Prime steam, loose, Bd. Trade.....	16.75
Refined lard, tierces, f.o.b. Chgo.	Q 18
Kettle rended, tierces, f.o.b. Chgo.	Q 18
Leaf kettle rendered, tierces, f.o.b. Chicago.....	Q 19
Neutral, in tierces, f.o.b. Chicago.....	Q 19
Compound, veg., tierces, c.a.f.	Q 18

OLEO OIL AND STEARINE

Extra oleo oil.....	11 1/2
Prime No. 2 oleo oil.....	10 1/2
Prime oleo stearine, edible.....	10

TALLOWS AND GREASES

Edible tallow.....	9 1/2
Prime packers' tallow.....	9 1/2
No. 1 tallow, 10% f.f.a.	5 1/2
Special tallow.....	6
Choice white grease.....	7 1/2
A-White grease, maximum 5% acid.....	7
B-White grease, maximum 5% acid.....	6
Yellow grease, 10@12%.....	5 1/2
Brown grease, 40% 5% f.f.a.	5 1/2

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

PURE VINEGARS

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CURING MATERIALS

Cwt. Bacs.

Nitrite of soda (Chicago warehouse stock):	
1 to 4 bbls. delivered.....	\$9.10
5 or more bbls. delivered.....	8.95
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:	
Dbl. refined granulated.....	6.25
Small crystals.....	7.25
Medium crystals.....	7.62 1/2
Large crystals.....	8.00
Dbl. refd. gran. nitrate of soda.....	3.62 1/2
Salt per. ton, in minimum order of 80,000 lbs. only, f.o.b. Chicago:	3.25
Granulated.....	5.600
Medium, air dried.....	5.948
Medium, kiln dried.....	10.906
Rock.....	6.782

Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans.....	@3.20
Second sugar, 90 basis.....	none
Standard gran. f.o.b. refiners (2%).....	@5.10
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.60
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.50

SPICES

(Basis Chicago, original bbls., bags or bales).

Whole. Ground.

Allspice Prime.....	8	9 1/2
Realfried.....	8 1/2	10
Chili Pepper, Fancy.....	..	23 1/2
Chili Powder, Fancy.....	23	27
Cloves, Amboyna.....	23	17
Madagascar.....	14	17
Zanzibar.....	15	18
Ginger, Jamaica.....	18	20 1/2
African.....	9 1/2	11 1/2
Mac. Fancy Bands.....	62	67
East India.....	55	60
E. L. & W. L. Blend.....	..	55
Mustard Flour, Fancy.....	..	24
No. 1.....	15	17
Nutmegs, Fancy Bands.....	24	26
East India.....	20	22
E. L. & W. L. Blend.....	17	19
Paprika, Extra Fancy.....	24	28
Fancy.....	28	32
Hungarian.....	27	30
Pepita, Sweet Red Pepper.....	..	20 1/2
Pepper, Ceylon.....	22	25
Red Pepper No. 1.....	16 1/2	19 1/2
Pepper, Black Aleppo.....	9 1/2	11
Black Lampong.....	8	9 1/2
Black Tellicherry.....	10 1/2	12 1/2
White Java Muntok.....	14 1/2	18
White Singapore.....	14	15 1/2
White Packers.....	..	14 1/2

SEEDS AND HERBS

Ground for Whole. Sausage.

Caraway Seed.....	9	11
Celery Seed.....	31	36
Cominos Seed.....	16 1/2	19 1/2
Coriander Morocco, Black.....	7 1/2	8
Coriander Morocco Natural No. 1.....	6	8
Mustard Seed, Cal. Yellow.....	9	11
American.....	8	10
Marjoram, French.....	31	35
Oregano.....	11	14
Sage, Dalmatian Fancy.....	7	9
Dalmatian No. 1 Fancy.....	6 1/2	8 1/2

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@25
Domestic rounds, 140 pack.....	@35
Export rounds, wide.....	50
Export rounds, medium.....	30
Export rounds, narrow.....	32
No. 1 weansards.....	4
No. 2 weansards.....	2
No. 1 buns.....	9
No. 2 buns.....	6
Middles, regular.....	30
Middles, select, wide, 2 1/2 in. diam. and over.....	40
Middles, select, extra wide, 2 1/2 in. and over.....	75

Dried bladders:

12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.50

Hog casings:

Narrow, per 100 yds. ....	.235
Narrow, special per 100 yds. ....	.228
Medium, regular.....	.215
Wide, per 100 yds.	1.60
Extra wide, per 100 yds.	1.25
Export bags.....	.28
Large prime bungs.....	.21
Medium prime bungs.....	.12
Small prime bungs.....	.09
Middles, per set.....	.17
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35	@1.37 1/2
Ash pork barrels, black iron hoops. 1.25	@1.27 1/2	
Ash pork barrels, galv. iron hoops. 1.42 1/4	@1.45	
Ash pork barrels, galv. iron hoops. 1.32 1/4	@1.35	
White oak ham tierces.....	2.12 1/2	@2.15
Red oak lard tierces.....	1.87 1/2	@1.90
White oak lard tierces.....	1.97 1/2	@2.00

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,256-1,418 lbs. grassers.....	\$10.00	@\$10.50
Steers, medium, 1,280-1,348 lbs.....	9.25	@ 9.75
Bulls, common and medium.....	6.25	down
Cows, cutters and low cutters.....	3.00	@ 4.75

LIVE CALVES

Vealers, good and choice.....	@\$10.75	
Vealers, medium.....	9.25	@ 9.75
Vealers, common.....	5.00	@ 7.00

LIVE LAMBS

Lambs, choice.....	\$ 9.25	@ \$ 9.50
Lambs, good.....	..	@ 9.00

Ewes..... nom.

LIVE HOGS

Hogs, 200-lb. average, choice.....	@\$12.10	
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DRESSED BEEF

CITY DRESSED.

Choice, native, heavy.....	20	@ 21
Choice, native, light.....	19 1/2	@ 20 1/4
Native, common to fair.....	17	@ 18 1/2
Native steers, 600@800 lbs.	19 1/2	@ 20 1/4
Native choice yearlings, 440@600 lbs.	19	@ 20
Good to choice heifers.....	17	@ 18
Good to choice cows.....	15	@ 16
Common to fair cows.....	13	@ 14
Fresh bologna bulls.....	11	@ 12

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	19 1/2	@ 20 1/4
Native choice yearlings, 440@600 lbs.	19	@ 20
Good to choice heifers.....	17	@ 18
Good to choice cows.....	15	@ 16
Common to fair cows.....	13	@ 14

BEEF CUTS

Western.....	Western.....	City.....
No. 1 ribs.....	25	@ 27
No. 2 ribs.....	23	@ 24
No. 3 ribs.....	18	@ 20
No. 4 ribs.....	30	@ 22
No. 2 loins.....	26	@ 28
No. 3 loins.....	22	@ 24
No. 1 hinds and ribs.....	21	@ 24
No. 2 hinds and ribs.....	18	@ 20
No. 1 rounds.....	19	@ 19
No. 2 rounds.....	18	@ 18
No. 3 rounds.....	17	@ 17
No. 1 chuck.....	18	@ 19
No. 2 chuck.....	16	@ 17
No. 3 chuck.....	14	@ 16
Bologna.....	12	@ 13
Rolls, reg. 628 lbs. avg.....	22	@ 25
Rolls, reg. 426 lbs. avg.....	18	@ 20
Tenderloins, 426 lbs. avg.....	50	@ 60
Tenderloins, 566 lbs. avg.....	50	@ 60
Shoulder clods.....	12	@ 14

DRESSED VEAL

Good.....	16	@ 17
Medium.....	14	@ 16
Common.....	13	@ 14

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	17	@ 18
Lambs, good.....	16	@ 17
Lambs, medium.....	15	@ 16
Sheep, good.....	9	@ 10
Sheep, medium.....	7	@ 9
Fall lambs.....	10	@ 15

DRESSED HOGS

Hogs, good to choice.....	\$20.25	@ 20.50
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DRESSED PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	25	@ 26
Pork tenderloins, fresh.....	30	@ 35
Pork tenderloins, frozen.....	30	@ 32
Shoulder loins, Western, 10@12 lbs. avg.....	20	@ 21
Duts, boneless, Western.....	25	@ 26
Duts, regular, Western.....	24	@ 25
Hams, Western, fresh, 10@12 lbs. avg.	23	@ 24
Picnics, 4@6 lbs. avg.	18	@ 19
Pork trimmings, extra lean.....	21	@ 22
Pork trimmings, regular 50% lean.....	17	@ 18
Spareribs.....	15	@ 16

SMOKED MEATS

Regular hams, 8@10 lbs., avg.....	28	@ 29
Regular hams, 10@12 lbs. avg.....	28	@ 29
Regular hams, 12@14 lbs. avg.....	28	@ 29
Skinned hams, 10@12 lbs. avg.....	29	@ 30
Skinned hams, 12@14 lbs. avg.....	29	@ 30
Skinned hams, 16@18 lbs. avg.....	28	@ 29
Skinned hams, 18@20 lbs. avg.....	27	@ 28
Picnics, 4@6 lbs. avg.	24	@ 25
Picnics, 6@8 lbs. avg.	23	@ 24
City pickled bellies, 8@12 lbs. avg.	24	@ 26
Bacon, boneless, Western.....	34	@ 35
Bacon, boneless, city.....	33	@ 34
Rollerettes, 8@10 lbs. avg.	27	@ 28
Beef tongue, light.....	23	@ 25
Beef tongue, heavy.....	25	@ 27

FANCY MEATS

Fresh steer tongues, untrimmed.....	15c	a pound
Fresh steer tongues, 1. c. trim'd.....	30c	a pound
Sweetbreads, beef.....	25c	a pound
Sweetbreads, veal.....	70c	a pair
Beef kidneys.....	3c	each
Livers, beef.....	25c	a pound
Oxtails.....	16c	a pound
Beef hanging tenders.....	25c	a pound
Lamb fries.....	10c	a pair

BUTCHERS' FAT

Shop fat.....	12.00	per cwt.
Breast		

CLASSIFIED ADVERTISEMENTS

Advertisements on this page. \$3.00 an inch for each insertion. Position Wanted, special rate. \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Working Foreman

Wanted, working foreman who can dress cattle, hogs, calves and lambs. Must have references. State salary expected. W-993, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Foreman

Wanted, man who knows sausage business, knows how to handle hogs and produce appealing, uniform goods with profits. State what you have been doing past five years. Give age, nationality, whether married or single, salary expected. Give all particulars. Only first-class man will be given consideration. If you are not positive you will qualify, don't waste my time or yours. W-995, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman Wanted

Sayer & Company, Inc. (Chicago), 4000 Packers Ave., are expanding and have an opening for aggressive casing salesman with experience. Maximum co-operation accorded.

Sausage Foreman

Large Eastern sausage concern wants experienced working sausage foreman on quality goods. Must show experience as foreman with quality sausage concerns. W-998, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Superintendent

With 25 years' practical all-around packinghouse operating experience desires position. Beef or pork, killing, cutting, rendering, processing, manufacturing, etc. Handle labor efficiently. Maintain minimum plant cost and get results, producing quality products. Both small and medium plant experience as general superintendent. Excellent references. W-994, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Sausagemaker desires position. Long experience. Can make good products and work economically. Handle men, figure costs. Frank W. Sengebush, 281 Grace St., Perth Amboy, N. J.

Division Foreman

Position wanted by division foreman. Modern, up-to-date experience in lard, cottonseed oil, shortening, inedible wet and dry rendering, fertilizing, bones, hog hair, hides, ground bone, tankage, blood, meat scrap and hog tankage. Trial will prove my ability. Excellent references. W-997, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Sausage Foreman

Are you looking for a sausage foreman capable of taking complete charge of sausage department? Have had 20 years' experience in small plant and can furnish present references. Go anywhere. W-991, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausagemaker

Young man widely experienced in the manufacture of all grades of sausages desires position as sausagemaker. Five years in last position. Will accept moderate salary and go anywhere on trial. W-992, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Want position as superintendent. Practical experience covering beef and pork: killing, cutting, curing, etc. Can produce results with least labor cost. Will go anywhere. Can furnish references from past employers. W-969, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausagemaker

Expert sausagemaker with wide practical experience manufacturing all kinds of high-grade sausage and specialties, desires connection with live, independent firm. Long experience in both large and small plants. Guarantee results. First class in all specialty lines. Can correct trouble. A-1 references. Now employed. Prefer west. W-996, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Hog Casing Machine

Wanted, one first-class hog casing machine. Give age, name of manufacturer and rock bottom price. W-989, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Plants for Sale

Packing Plant

Cattle, hogs, sheep and calves. Real estate, plant with modern equipment. Specialties: hams, bacon, lard, sausages. Favorable location for livestock supplies with distributive outlet for an extra large area. Well established trade, well-known brands. For full particulars, address H. E. MAPUS, Sandusky, O.

Meat Plant and Bakery

For sale, fully equipped meat packing plant and modern bakery.

Tenders will be received by the undersigned up to 11 a. m. on Tuesday, September 3rd, 1935, for the purchase as going concern of the business operated under the name of Reid Bros. Limited, 1901 1st Avenue West, Vancouver, B. C. This business has been established for over 22 years and has a very favorable reputation. The plant is completely equipped for operation with refrigeration equipment, smokehouse, bakery, butcher shop, sausage kitchen, and retail store.

Full particulars may be obtained and the plant and inventory inspected on application to the undersigned.

Tenders to be in double envelope, sealed, and marked "Tender on Reid plant."

Highest or any tender not necessarily accepted.

CANADIAN CREDIT MEN'S TRUST ASSN., LTD.

111 Bank of Nova Scotia Bldg.

Vancouver, B. C.

Miscellaneous Wanted

Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

E. G. JAMES CO.
Provision Brokers.

332 S. La Salle St., Chicago, Ill.

Equipment For Sale

Sausage Machinery

For sale, the following reconditioned machinery:

No. 43-T "BUFFALO" self-emptying silent cutter

No. 43-B "BUFFALO" silent cutter

No. 38-B "BUFFALO" silent cutter

No. 66-B "BUFFALO" grinder

No. 56-B "BUFFALO" grinder

400-lb. Randall stuffer

200-lb. Randall stuffer

All thoroughly overhauled. Guaranteed like new.

FS-990
THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M. Hog, 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

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PRODUCTS COMPANY, INC.**
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Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

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Packer Hides

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Cattle Switches

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in Great Britain
communicate with
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Leeds, 9 ENGLAND

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Sausage Supremacy
use
"Casings by Mongolia"

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IMPORTING CO., INC.
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"The Skins You Love to Stuff"

Early & Moor, Inc.

SAUSAGE CASINGS

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Importers Boston, Mass.

MAY Casing Co.
Incorporated
formerly
M. J. SALZMAN CO., Inc.

We thank you for your past patronage and
assure you that we will serve you in the
future, as we have in the past, with a full
line of highest grade selected sausage casings.
619 West 24th Place, Chicago

MASSACHUSETTS IMPORTING COMPANY
IMPORTERS AND EXPORTERS

SAUSAGE CASINGS

QUALITY STRENGTH SERVICE

NEW YORK, N.Y.
274 Fifth Ave.

BOSTON, MASS.
78-80 North St.

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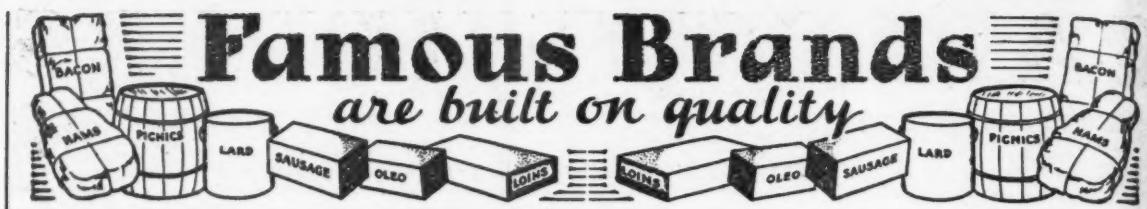
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